

MIKE COBB | FREEDOM LIVING IN CENTRAL AMERICA, ECI DEVELOPMENT, AND THE BEST EXPAT OPTIONS



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1
00:00:02,029 --> 00:00:12,970

[Music]

2
00:00:18,950 --> 00:00:16,250

the planet's popping Masters Almost sure

3
00:00:21,710 --> 00:00:18,960

we have a plan there's clearly maybe

4
00:00:24,670 --> 00:00:21,720

something maybe on the realm of man

5
00:00:27,830 --> 00:00:24,680

until we've thoroughly tested every last

6
00:00:31,920 --> 00:00:27,840

closed-chested view find the more you

7
00:00:33,290 --> 00:00:31,930

think you know the less you really do

8
00:00:35,450 --> 00:00:33,300

[Music]

9
00:00:37,010 --> 00:00:35,460

will be

10
00:00:39,590 --> 00:00:37,020

we HD

11
00:00:42,470 --> 00:00:39,600

we know the lion too is just

12
00:00:45,590 --> 00:00:42,480

just don't want to agree where would we

13
00:00:50,889 --> 00:00:45,600

be without phc

14

00:00:50,899 --> 00:01:00,549

wouldn't company

15

00:01:05,450 --> 00:01:02,930

back in the saddle and ready to ride

16

00:01:07,310 --> 00:01:05,460

from Sunny San Diego I'm Greg Carlwood

17

00:01:09,050 --> 00:01:07,320

and if you're fortunate enough to see

18

00:01:11,570 --> 00:01:09,060

through the thick fog of meaningless

19

00:01:13,550 --> 00:01:11,580

distractions Netflix dating shows

20

00:01:15,530 --> 00:01:13,560

superhero movies sporting events and

21

00:01:17,929 --> 00:01:15,540

whatever the big new video game is this

22

00:01:19,910 --> 00:01:17,939

week it seems like a serious storm is

23

00:01:22,190 --> 00:01:19,920

coming for the American Empire and the

24

00:01:24,289 --> 00:01:22,200

Western World in general the Capstone

25

00:01:26,570 --> 00:01:24,299

cabal seems hell-bent on breaking

26
00:01:28,609 --> 00:01:26,580
everything from creating toxic clouds of

27
00:01:31,609 --> 00:01:28,619
vinyl chloride in Ohio that are causing

28
00:01:33,410 --> 00:01:31,619
acid rain two states over to sucking up

29
00:01:35,090 --> 00:01:33,420
every last cent in the vault for the

30
00:01:37,670 --> 00:01:35,100
military-industrial complex in the

31
00:01:39,649 --> 00:01:37,680
orchestration of World War III add in

32
00:01:41,630 --> 00:01:39,659
that the chasm between housing costs and

33
00:01:43,130 --> 00:01:41,640
a living wage has never been wider the

34
00:01:44,870 --> 00:01:43,140
complete corporate harvesting of

35
00:01:46,310 --> 00:01:44,880
everything the sad state of our food

36
00:01:48,530 --> 00:01:46,320
supply the arrival of medical

37
00:01:50,630 --> 00:01:48,540
dictatorship a new round of regulations

38
00:01:53,030 --> 00:01:50,640

before you can even process the last one

39

00:01:55,190 --> 00:01:53,040

a culture spiraling downward and a

40

00:01:57,770 --> 00:01:55,200

population so frustrated angry

41

00:01:59,690 --> 00:01:57,780

emotionally raw and unstable that even

42

00:02:01,609 --> 00:01:59,700

navigating the public through one's

43

00:02:04,249 --> 00:02:01,619

daily routine or sharing the road with

44

00:02:05,569 --> 00:02:04,259

them can seem a bit sketchy take a look

45

00:02:07,670 --> 00:02:05,579

at any measurement like the world

46

00:02:09,469 --> 00:02:07,680

happiness index or any list that

47

00:02:11,630 --> 00:02:09,479

measures quality of life and you'll find

48

00:02:14,510 --> 00:02:11,640

very few American cities even making the

49

00:02:16,490 --> 00:02:14,520

top 50. the situation is so dire and

50

00:02:18,290 --> 00:02:16,500

corrupt that an entire Young Generation

51
00:02:19,670 --> 00:02:18,300
has just given up on even trying to

52
00:02:21,530 --> 00:02:19,680
climb the ladder and the older

53
00:02:24,110 --> 00:02:21,540
generation is in such denial that they

54
00:02:26,089 --> 00:02:24,120
can't even see why so add it all up and

55
00:02:28,190 --> 00:02:26,099
I'd be surprised if we all have an at

56
00:02:30,050 --> 00:02:28,200
least considered an expat lifestyle and

57
00:02:32,510 --> 00:02:30,060
what it might be like to strategically

58
00:02:34,729 --> 00:02:32,520
relocate to a more affordable place with

59
00:02:36,949 --> 00:02:34,739
a slower pace and a simpler more Freer

60
00:02:38,510 --> 00:02:36,959
lifestyle with a smaller Target on its

61
00:02:40,729 --> 00:02:38,520
back from the big machine

62
00:02:43,070 --> 00:02:40,739
well that is what today is all about as

63
00:02:45,650 --> 00:02:43,080

our guest Mike Cobb the co-founder and

64

00:02:47,809 --> 00:02:45,660

CEO of ECI development has been

65

00:02:49,729 --> 00:02:47,819

educating people on emerging expat

66

00:02:52,550 --> 00:02:49,739

communities and helping folks obtain

67

00:02:54,350 --> 00:02:52,560

residency acquire property and even just

68

00:02:56,509 --> 00:02:54,360

make investments all across Central

69

00:02:58,610 --> 00:02:56,519

America since he first started exploring

70

00:03:01,070 --> 00:02:58,620

such things in the mid 90s

71

00:03:02,990 --> 00:03:01,080

now ECI development can help almost

72

00:03:04,970 --> 00:03:03,000

anyone looking to escape the rat race

73

00:03:06,770 --> 00:03:04,980

and prove their standard of living or

74

00:03:09,170 --> 00:03:06,780

get out of what seems to be an empire in

75

00:03:11,210 --> 00:03:09,180

Decline and if like me you've been

76

00:03:13,850 --> 00:03:11,220

thinking about a plan B well ECI

77

00:03:15,649 --> 00:03:13,860

development should be option A coming in

78

00:03:17,990 --> 00:03:15,659

hot from his paradise outside the

79

00:03:20,270 --> 00:03:18,000

American bubble the real Freedom Convoy

80

00:03:23,030 --> 00:03:20,280

coordinator optionality expert and

81

00:03:25,009 --> 00:03:23,040

international Man of Industry Mike Cobb

82

00:03:27,770 --> 00:03:25,019

welcome to the higher side

83

00:03:31,550 --> 00:03:27,780

wow Greg what an introduction thank you

84

00:03:33,830 --> 00:03:31,560

good to be a try yeah all in a day's

85

00:03:35,930 --> 00:03:33,840

work and that's it this is really going

86

00:03:38,030 --> 00:03:35,940

to be great man as I've dug into your

87

00:03:40,130 --> 00:03:38,040

various offerings they seem more and

88

00:03:42,289 --> 00:03:40,140

more appealing and I laid it on pretty

89

00:03:44,570 --> 00:03:42,299

thick in that intro but most people

90

00:03:47,210 --> 00:03:44,580

listening I would imagine have at least

91

00:03:49,610 --> 00:03:47,220

daydreamed about becoming an expat in a

92

00:03:51,229 --> 00:03:49,620

tropical Place yeah but the unknown can

93

00:03:53,270 --> 00:03:51,239

be scary and there is a type of

94

00:03:55,309 --> 00:03:53,280

conditioning in America that were a

95

00:03:57,649 --> 00:03:55,319

number one nowhere else matters and

96

00:03:59,990 --> 00:03:57,659

everywhere is unstable scary and poor

97

00:04:02,630 --> 00:04:00,000

and even when you know that's not true

98

00:04:04,970 --> 00:04:02,640

it's still hard to imagine making a

99

00:04:07,970 --> 00:04:04,980

commitment to get out kind of a devil

100

00:04:09,890 --> 00:04:07,980

you know situation so many are making

101

00:04:11,509 --> 00:04:09,900

what feels like a step in the right

102

00:04:13,610 --> 00:04:11,519

direction and getting out of the major

103

00:04:16,310 --> 00:04:13,620

cities or moving to the states that seem

104

00:04:18,890 --> 00:04:16,320

to Value Freedom more than the others

105

00:04:21,110 --> 00:04:18,900

it's probably still a half measure but I

106

00:04:22,730 --> 00:04:21,120

think it's safe to say these ideas are

107

00:04:25,150 --> 00:04:22,740

swirling around in the minds of

108

00:04:28,129 --> 00:04:25,160

Americans maybe more than ever right

109

00:04:29,870 --> 00:04:28,139

absolutely and in your introduction you

110

00:04:32,270 --> 00:04:29,880

really hit a lot of nails on the head

111

00:04:34,850 --> 00:04:32,280

you know Empire and Decline and and a

112

00:04:37,610 --> 00:04:34,860

medical dictatorship these are some of

113

00:04:39,770 --> 00:04:37,620

the major drivers that are really

114

00:04:42,830 --> 00:04:39,780

causing people to start to look overseas

115

00:04:43,969 --> 00:04:42,840

look outside of North America and truly

116

00:04:46,370 --> 00:04:43,979

it's refreshing I mean we've been around

117

00:04:48,350 --> 00:04:46,380

we started our business 27 years ago and

118

00:04:49,909 --> 00:04:48,360

and so over the years we've seen

119

00:04:52,370 --> 00:04:49,919

different reasons that people were

120

00:04:55,010 --> 00:04:52,380

looking overseas you know 27 years ago

121

00:04:56,930 --> 00:04:55,020

when we first started ECI it was a group

122

00:04:58,310 --> 00:04:56,940

of people looking for a higher quality

123

00:05:00,890 --> 00:04:58,320

of life and the lower cost of living

124

00:05:03,170 --> 00:05:00,900

sort of that baby boomer retiree that

125

00:05:05,870 --> 00:05:03,180

can't afford Florida or simply doesn't

126

00:05:07,490 --> 00:05:05,880

want to afford Florida or California or

127

00:05:09,110 --> 00:05:07,500

one of the more expensive beach

128

00:05:11,270 --> 00:05:09,120

locations and people were looking at

129

00:05:14,689 --> 00:05:11,280

property in Mexico Costa Rica Panama

130

00:05:17,270 --> 00:05:14,699

Belize and so we started serving those

131

00:05:20,330 --> 00:05:17,280

people but very interestingly in the

132

00:05:22,430 --> 00:05:20,340

last maybe in the last decade but

133

00:05:24,770 --> 00:05:22,440

certainly in the last four years since

134

00:05:26,650 --> 00:05:24,780

you know the covid lockdowns and the

135

00:05:29,330 --> 00:05:26,660

dracco onion

136

00:05:30,890 --> 00:05:29,340

impositions of authority you know across

137

00:05:32,689 --> 00:05:30,900

the United States Canada but we actually

138

00:05:35,270 --> 00:05:32,699

have people from New Zealand Australia

139

00:05:37,129 --> 00:05:35,280

Europe who are seeking our properties as

140

00:05:39,770 --> 00:05:37,139

well because I mean quite honestly it's

141

00:05:42,950 --> 00:05:39,780

just scary it's really scary and people

142

00:05:44,270 --> 00:05:42,960

are saying whoa like nobody believed it

143

00:05:45,950 --> 00:05:44,280

could happen you talked about the devil

144

00:05:47,810 --> 00:05:45,960

you know versus devil you don't know but

145

00:05:49,310 --> 00:05:47,820

I think for so long people are just like

146

00:05:50,689 --> 00:05:49,320

wait just can't happen here it's not

147

00:05:53,150 --> 00:05:50,699

going to happen here that's the kind of

148

00:05:55,070 --> 00:05:53,160

stuff that happens somewhere else but lo

149

00:05:56,390 --> 00:05:55,080

and behold like it happened here it

150

00:05:58,670 --> 00:05:56,400

happened in Canada it happened in

151
00:06:01,189 --> 00:05:58,680
Australian Europe and all of a sudden

152
00:06:04,249 --> 00:06:01,199
people started to wake up and go

153
00:06:06,409 --> 00:06:04,259
I'd better get a plan B because I'm not

154
00:06:08,689 --> 00:06:06,419
sure plan a is going to work for me much

155
00:06:10,790 --> 00:06:08,699
longer right and and so yeah it's been

156
00:06:13,610 --> 00:06:10,800
incredible the number of folks in the

157
00:06:16,670 --> 00:06:13,620
last three four years who have just

158
00:06:18,409 --> 00:06:16,680
stepped up and said gosh help me help me

159
00:06:20,390 --> 00:06:18,419
find something and you know it's not

160
00:06:22,909 --> 00:06:20,400
even help me find something and so much

161
00:06:24,770 --> 00:06:22,919
as at the beginning it's you know what's

162
00:06:27,710 --> 00:06:24,780
out there what can I do how do I do it

163
00:06:29,570 --> 00:06:27,720

and we really do a ton of Education in

164

00:06:31,189 --> 00:06:29,580

the space and look a lot of people buy

165

00:06:33,770 --> 00:06:31,199

from us but many many many many many

166

00:06:35,809 --> 00:06:33,780

times more people buy from somebody else

167

00:06:37,850 --> 00:06:35,819

and that's okay I mean I feel really

168

00:06:39,890 --> 00:06:37,860

good when we help somebody make a great

169

00:06:41,689 --> 00:06:39,900

decision overseas because it's what

170

00:06:44,629 --> 00:06:41,699

they're looking for they're looking for

171

00:06:47,150 --> 00:06:44,639

a solution to a very serious challenge

172

00:06:49,430 --> 00:06:47,160

in their lives and again now it's a lot

173

00:06:52,670 --> 00:06:49,440

more urgent than I think it's ever been

174

00:06:55,969 --> 00:06:52,680

before Greg yes well said well said and

175

00:06:59,210 --> 00:06:55,979

I do appreciate focusing on various

176
00:07:01,309 --> 00:06:59,220
Creative Solutions because oftentimes on

177
00:07:03,590 --> 00:07:01,319
shows like this it's just Doom and Gloom

178
00:07:05,210 --> 00:07:03,600
it's just going over the bullet points

179
00:07:08,090 --> 00:07:05,220
once again of all the things that are

180
00:07:10,189 --> 00:07:08,100
screwed up and we are often ignorant of

181
00:07:11,749 --> 00:07:10,199
our options or we just don't get that

182
00:07:13,189 --> 00:07:11,759
far down the chain to start thinking

183
00:07:15,170 --> 00:07:13,199
what are we going to do about this maybe

184
00:07:17,870 --> 00:07:15,180
we can't change the big system but we

185
00:07:20,930 --> 00:07:17,880
can change our position in it in our

186
00:07:23,510 --> 00:07:20,940
orientation to it and it's great to be

187
00:07:25,550 --> 00:07:23,520
able to make a living where you are

188
00:07:27,110 --> 00:07:25,560

aligned with the good you're aligned

189

00:07:28,969 --> 00:07:27,120

with helping people instead of just

190

00:07:30,950 --> 00:07:28,979

being stuck in middle management at one

191

00:07:33,650 --> 00:07:30,960

of these companies doing the damage to

192

00:07:36,589 --> 00:07:33,660

the world so kudos to you for all those

193

00:07:38,089 --> 00:07:36,599

things and more and we should get at

194

00:07:40,490 --> 00:07:38,099

least a quick version of how you

195

00:07:43,070 --> 00:07:40,500

actually learned so much about Central

196

00:07:45,650 --> 00:07:43,080

America formed this company and kind of

197

00:07:47,390 --> 00:07:45,660

what the goals and offerings of ECI

198

00:07:49,790 --> 00:07:47,400

developments really are what can you

199

00:07:51,710 --> 00:07:49,800

tell us in that regard yeah sure you

200

00:07:54,230 --> 00:07:51,720

know I was in the computer business I

201
00:07:55,790 --> 00:07:54,240
graduated college in 86 moved to the DC

202
00:07:57,650 --> 00:07:55,800
Northern Virginia area was in the

203
00:08:00,050 --> 00:07:57,660
computer business and a buddy of mine

204
00:08:01,909 --> 00:08:00,060
from college called me up it was 1993

205
00:08:03,469 --> 00:08:01,919
called me up one day and said hey

206
00:08:05,089 --> 00:08:03,479
cobbster you know what are you doing

207
00:08:06,890 --> 00:08:05,099
this weekend and I'm like I don't know

208
00:08:08,469 --> 00:08:06,900
why he goes I'm going to believe you

209
00:08:11,749 --> 00:08:08,479
want to come with me and I'm like

210
00:08:14,150 --> 00:08:11,759
absolutely and then this is pre-google

211
00:08:15,469 --> 00:08:14,160
right there was no Google 93. I'm

212
00:08:20,210 --> 00:08:15,479
sitting there scratching my head going

213
00:08:24,290 --> 00:08:22,309

I had to fess up I'm like all right dude

214

00:08:26,869 --> 00:08:24,300

I have no idea where Belize is where are

215

00:08:28,670 --> 00:08:26,879

we going and he told me and so we went

216

00:08:30,529 --> 00:08:28,680

and what was interesting was it was fun

217

00:08:32,750 --> 00:08:30,539

I mean he was working he's a lawyer and

218

00:08:34,610 --> 00:08:32,760

he was doing asset protection trust for

219

00:08:36,409 --> 00:08:34,620

Physicians that get sued by ambulance

220

00:08:38,810 --> 00:08:36,419

Chasers that kind of stuff right so he's

221

00:08:40,730 --> 00:08:38,820

he's helping doctors protect themselves

222

00:08:42,829 --> 00:08:40,740

from the ambulance chasing lawyers and

223

00:08:44,449 --> 00:08:42,839

anyway so we had a great time I said

224

00:08:45,650 --> 00:08:44,459

Joel just next time you're coming back

225

00:08:47,150 --> 00:08:45,660

you know let me know he said well I'm

226
00:08:49,250 --> 00:08:47,160
coming back in a couple months you want

227
00:08:50,870 --> 00:08:49,260
to come like absolutely so we planned it

228
00:08:52,790 --> 00:08:50,880
we went down we spent a few extra days

229
00:08:54,170 --> 00:08:52,800
and while we were down there we just

230
00:08:56,329 --> 00:08:54,180
started putzing around looking for

231
00:08:58,430 --> 00:08:56,339
property and we ended up finding a

232
00:09:00,410 --> 00:08:58,440
couple condos that were about to go into

233
00:09:02,570 --> 00:09:00,420
foreclosure they were side by side and

234
00:09:05,329 --> 00:09:02,580
so we bought them right and what's

235
00:09:07,430 --> 00:09:05,339
interesting Greg is that I have a saying

236
00:09:11,930 --> 00:09:07,440
that pretty much was coined way back in

237
00:09:14,990 --> 00:09:11,940
93 94 which is we don't know what we

238
00:09:17,389 --> 00:09:15,000

don't know right we don't know what we

239

00:09:19,190 --> 00:09:17,399

don't know and what this developer

240

00:09:21,350 --> 00:09:19,200

didn't know and what many developers

241

00:09:23,269 --> 00:09:21,360

didn't know in Belize and throughout the

242

00:09:25,910 --> 00:09:23,279

region was that there was no mortgage

243

00:09:27,530 --> 00:09:25,920

money so imagine this so This developer

244

00:09:28,910 --> 00:09:27,540

comes down his name is Jim Jen comes

245

00:09:30,350 --> 00:09:28,920

down he buys this piece of property and

246

00:09:32,389 --> 00:09:30,360

he's got on a three four million bucks

247

00:09:34,370 --> 00:09:32,399

and he builds you know 10 buildings of

248

00:09:36,650 --> 00:09:34,380

four units each and so he's got you know

249

00:09:38,210 --> 00:09:36,660

40 units around a pool and he's getting

250

00:09:40,550 --> 00:09:38,220

ready to start the second group of 10

251
00:09:41,990 --> 00:09:40,560
buildings and he's out of money but he

252
00:09:43,250 --> 00:09:42,000
never really thought about why he would

253
00:09:44,750 --> 00:09:43,260
be out of money because he came down

254
00:09:47,570 --> 00:09:44,760
with whatever three four million bucks

255
00:09:50,509 --> 00:09:47,580
he spent it on in order to sell these

256
00:09:52,550 --> 00:09:50,519
condos most buyers coming out of North

257
00:09:54,710 --> 00:09:52,560
America expect financing right they're

258
00:09:56,329 --> 00:09:54,720
not ready to write a check for 100 150

259
00:09:59,030 --> 00:09:56,339
Grand I mean they might write a check

260
00:10:02,150 --> 00:09:59,040
for 25 or something or 30 or 40 but but

261
00:10:04,910 --> 00:10:02,160
not the whole thing right and so the

262
00:10:06,889 --> 00:10:04,920
problem was is Jim and many developers

263
00:10:08,329 --> 00:10:06,899

in the region they didn't know what they

264

00:10:11,329 --> 00:10:08,339

didn't know they didn't know that no

265

00:10:13,610 --> 00:10:11,339

Bank in Belize was going to lend a

266

00:10:15,290 --> 00:10:13,620

foreigner money and certainly no Bank

267

00:10:17,150 --> 00:10:15,300

back up in the states or Canada was

268

00:10:20,150 --> 00:10:17,160

going to lend you money on a condo in

269

00:10:22,310 --> 00:10:20,160

Belize and so they got stuck so in order

270

00:10:24,350 --> 00:10:22,320

to sell they would end up self-financing

271

00:10:26,750 --> 00:10:24,360

like they do developer financing but

272

00:10:29,030 --> 00:10:26,760

very quickly they ran out of money and

273

00:10:32,090 --> 00:10:29,040

so my very first business going back to

274

00:10:34,790 --> 00:10:32,100

the end of 93 and into 94 was a small

275

00:10:36,949 --> 00:10:34,800

mortgage company and we basically went

276

00:10:38,930 --> 00:10:36,959

around to developers and we bought the

277

00:10:40,310 --> 00:10:38,940

paper that they were holding so that

278

00:10:41,870 --> 00:10:40,320

they could get the cash back in their

279

00:10:44,329 --> 00:10:41,880

business and keep developing keep

280

00:10:45,769 --> 00:10:44,339

building more more stuff right and it

281

00:10:47,389 --> 00:10:45,779

was a great business you know I'm still

282

00:10:49,670 --> 00:10:47,399

at the computer company and we're still

283

00:10:52,250 --> 00:10:49,680

doing whatever we're doing but very

284

00:10:55,490 --> 00:10:52,260

quickly it became apparent that if you

285

00:10:57,590 --> 00:10:55,500

had I mean back then if you had 350 400

286

00:10:59,210 --> 00:10:57,600

000 and up you were buying a really

287

00:11:00,949 --> 00:10:59,220

really nice quality product you were

288

00:11:02,990 --> 00:11:00,959

buying a North American Standard product

289

00:11:06,650 --> 00:11:03,000

but if you were writing a check for 100

290

00:11:09,350 --> 00:11:06,660

150 like even in our condos I think that

291

00:11:11,389 --> 00:11:09,360

the construction itself was good it

292

00:11:13,430 --> 00:11:11,399

might even made me solid and good the

293

00:11:15,470 --> 00:11:13,440

problem was is there were just a lot of

294

00:11:17,810 --> 00:11:15,480

things that didn't make any sense so for

295

00:11:19,130 --> 00:11:17,820

example Lighting in the bathroom right

296

00:11:21,350 --> 00:11:19,140

there's a couple lights in the bathroom

297

00:11:23,210 --> 00:11:21,360

but instead of having it directly over

298

00:11:24,769 --> 00:11:23,220

the mirror or alongside the mirror where

299

00:11:26,870 --> 00:11:24,779

it lights up your face like it was

300

00:11:28,970 --> 00:11:26,880

behind your head so like your space is

301
00:11:31,130 --> 00:11:28,980
in the shadow and right or the

302
00:11:33,650 --> 00:11:31,140
countertops were too high or too low and

303
00:11:35,150 --> 00:11:33,660
the bar I remember in our place that

304
00:11:36,410 --> 00:11:35,160
were too low like you'd bang your knees

305
00:11:38,449 --> 00:11:36,420
every time you try to take your bar

306
00:11:39,350 --> 00:11:38,459
stool and sit at the kitchen counter

307
00:11:41,509 --> 00:11:39,360
right

308
00:11:43,490 --> 00:11:41,519
I remember one condo that I looked at

309
00:11:45,710 --> 00:11:43,500
for a collateral like I was the guy that

310
00:11:47,210 --> 00:11:45,720
walked around and went in and inspected

311
00:11:49,430 --> 00:11:47,220
the collateral that we were going to buy

312
00:11:50,990 --> 00:11:49,440
the paper from so this one developer had

313
00:11:53,750 --> 00:11:51,000

built some condos

314

00:11:55,910 --> 00:11:53,760

and I remember there was one Outlet on

315

00:11:57,290 --> 00:11:55,920

one wall in the living room and the

316

00:11:59,630 --> 00:11:57,300

people it was a resale right the people

317

00:12:02,210 --> 00:11:59,640

were already living there and so they

318

00:12:04,730 --> 00:12:02,220

had put two Outlet strips one going each

319

00:12:07,370 --> 00:12:04,740

Direction extension cords that ran to

320

00:12:09,550 --> 00:12:07,380

outlet strips to get power around the

321

00:12:11,750 --> 00:12:09,560

living room right

322

00:12:14,569 --> 00:12:11,760

and I just thought to myself I was

323

00:12:17,630 --> 00:12:14,579

talking to Joel I'm like man we can fix

324

00:12:19,430 --> 00:12:17,640

all of these problems for basically free

325

00:12:21,889 --> 00:12:19,440

right put the lighting in the right

326

00:12:23,990 --> 00:12:21,899

place fix the countertops you know

327

00:12:25,610 --> 00:12:24,000

adding a few Outlets I mean that's 10 15

328

00:12:28,670 --> 00:12:25,620

bucks a piece but I mean generally free

329

00:12:30,889 --> 00:12:28,680

right I said you know for almost free we

330

00:12:33,290 --> 00:12:30,899

could offer an American Standard product

331

00:12:35,930 --> 00:12:33,300

and really beat our competition

332

00:12:37,610 --> 00:12:35,940

significantly with a better product a

333

00:12:40,069 --> 00:12:37,620

more familiar product to a North

334

00:12:41,930 --> 00:12:40,079

American client and so that's the

335

00:12:43,550 --> 00:12:41,940

Genesis of our business we formally

336

00:12:44,990 --> 00:12:43,560

launched our development company in

337

00:12:48,530 --> 00:12:45,000

1996.

338

00:12:50,690 --> 00:12:48,540

and I left the computer business a year

339

00:12:52,610 --> 00:12:50,700

and a half after that full time and and

340

00:12:55,069 --> 00:12:52,620

it's just gone gangbusters ever since we

341

00:12:56,810 --> 00:12:55,079

started in Belize we went to Nicaragua

342

00:12:59,449 --> 00:12:56,820

then we were in Costa Rica and Panama

343

00:13:01,790 --> 00:12:59,459

and now we have projects in Honduras and

344

00:13:03,829 --> 00:13:01,800

a budding project and you'll like this

345

00:13:06,650 --> 00:13:03,839

one we can come back and talk about it a

346

00:13:08,629 --> 00:13:06,660

Bitcoin Community a village a Bitcoin

347

00:13:10,970 --> 00:13:08,639

Village in El Salvador that Mike

348

00:13:12,410 --> 00:13:10,980

Peterson asked us to build and we're in

349

00:13:14,930 --> 00:13:12,420

Honduras so we've really grown our

350

00:13:17,210 --> 00:13:14,940

business over the years because here's

351

00:13:19,190 --> 00:13:17,220

the reality there are different strokes

352

00:13:20,930 --> 00:13:19,200

for different folks not everybody wants

353

00:13:23,030 --> 00:13:20,940

the same thing when they move overseas

354

00:13:24,350 --> 00:13:23,040

for example even just as simple as I

355

00:13:26,690 --> 00:13:24,360

want to be on the ocean

356

00:13:29,150 --> 00:13:26,700

all right in Central America you've got

357

00:13:31,790 --> 00:13:29,160

three oceans you've got Caribbean you've

358

00:13:33,290 --> 00:13:31,800

got Atlantic and you've got Pacific and

359

00:13:35,150 --> 00:13:33,300

they're all very different right you're

360

00:13:36,949 --> 00:13:35,160

in California I heard San Diego right so

361

00:13:38,930 --> 00:13:36,959

you're in the Pacific and if you said I

362

00:13:41,030 --> 00:13:38,940

want San Diego but I want more freedom

363

00:13:43,310 --> 00:13:41,040

and lower cost of living right I would

364

00:13:45,110 --> 00:13:43,320

say We'll look at Guanacaste Costa Rica

365

00:13:47,050 --> 00:13:45,120

look at Nicaragua look at El Salvador

366

00:13:49,250 --> 00:13:47,060

because basically you've got San Diego

367

00:13:51,050 --> 00:13:49,260

climate you got San Diego you've got

368

00:13:52,910 --> 00:13:51,060

Cactus palm trees beautiful Pacific

369

00:13:55,069 --> 00:13:52,920

Ocean and and it's warm enough you can

370

00:13:56,930 --> 00:13:55,079

swim in it the temperatures 75 to 80

371

00:13:58,610 --> 00:13:56,940

degrees in the ocean right it's warm

372

00:14:00,410 --> 00:13:58,620

some people want Caribbean some people

373

00:14:02,750 --> 00:14:00,420

want Atlantic other people want

374

00:14:05,389 --> 00:14:02,760

Highlands right the springtime all the

375

00:14:08,150 --> 00:14:05,399

time climate the cool where it's 60 at

376

00:14:09,530 --> 00:14:08,160

night and 75 in the day every day of the

377

00:14:12,290 --> 00:14:09,540

year it's where they grow coffee right

378

00:14:14,150 --> 00:14:12,300

and so Central America in Latin America

379

00:14:16,069 --> 00:14:14,160

generally but even you know in this

380

00:14:18,110 --> 00:14:16,079

little area called Central America there

381

00:14:21,470 --> 00:14:18,120

are just so many geographies and so many

382

00:14:23,509 --> 00:14:21,480

different climate types and so we made a

383

00:14:26,810 --> 00:14:23,519

decision very very early in our business

384

00:14:29,150 --> 00:14:26,820

back in 2 2002 that we were going to be

385

00:14:32,269 --> 00:14:29,160

serving people where they wanted to be

386

00:14:34,490 --> 00:14:32,279

and so we started to add properties and

387

00:14:36,829 --> 00:14:34,500

add communities so that we had a real

388

00:14:38,870 --> 00:14:36,839

variety of offerings you know for the

389

00:14:39,889 --> 00:14:38,880

widest set of customers that we could

390

00:14:40,550 --> 00:14:39,899

serve

391

00:14:42,650 --> 00:14:40,560

um

392

00:14:44,629 --> 00:14:42,660

I love it I love it and I have been

393

00:14:47,990 --> 00:14:44,639

looking at a lot of houses lately so

394

00:14:49,850 --> 00:14:48,000

those elements of intelligent design and

395

00:14:52,189 --> 00:14:49,860

those little details they certainly do

396

00:14:54,050 --> 00:14:52,199

matter and when you sign on the dotted

397

00:14:55,910 --> 00:14:54,060

line of a place and you overlooked some

398

00:14:57,410 --> 00:14:55,920

of those details you're just like damn

399

00:15:00,110 --> 00:14:57,420

it I guess I'm dealing with this for

400

00:15:02,329 --> 00:15:00,120

several years before I move on that's

401
00:15:04,550 --> 00:15:02,339
right and a lot of those things are kind

402
00:15:06,530 --> 00:15:04,560
of the easy things to see you know we do

403
00:15:08,509 --> 00:15:06,540
publish a consumer resource guide that

404
00:15:11,030 --> 00:15:08,519
we get into a lot of the more you know

405
00:15:12,290 --> 00:15:11,040
granular things but one of my favorites

406
00:15:14,930 --> 00:15:12,300
actually is

407
00:15:17,329 --> 00:15:14,940
is the house or condominium plumbed for

408
00:15:20,150 --> 00:15:17,339
hot water in all the bathrooms and in

409
00:15:22,250 --> 00:15:20,160
Latin America that's not always the case

410
00:15:24,069 --> 00:15:22,260
many times the master bedroom master

411
00:15:26,329 --> 00:15:24,079
bath will have you know hot water

412
00:15:28,009 --> 00:15:26,339
there'll be one hot water heater it'll

413
00:15:30,110 --> 00:15:28,019

be somewhere outside the master bedroom

414

00:15:31,910 --> 00:15:30,120

either on a wall outside or in a closet

415

00:15:33,650 --> 00:15:31,920

somewhere but the whole rest of the

416

00:15:35,449 --> 00:15:33,660

house maybe there's a guest bathroom

417

00:15:37,730 --> 00:15:35,459

guest shower a couple bedrooms whatever

418

00:15:40,430 --> 00:15:37,740

a kitchen you know there's no hot water

419

00:15:42,050 --> 00:15:40,440

in the house and I mean again these are

420

00:15:43,370 --> 00:15:42,060

the kinds of things that we as a

421

00:15:45,290 --> 00:15:43,380

consumer we don't know what we don't

422

00:15:47,210 --> 00:15:45,300

know we need to actually see if there's

423

00:15:48,230 --> 00:15:47,220

really hot water in all the bathrooms

424

00:15:49,750 --> 00:15:48,240

right

425

00:15:53,930 --> 00:15:49,760

um it's kind of crazy

426

00:15:56,269 --> 00:15:53,940

it is so for people who are worried

427

00:15:58,790 --> 00:15:56,279

about the future in America and are a

428

00:16:01,430 --> 00:15:58,800

little expat curious as to their options

429

00:16:03,350 --> 00:16:01,440

for living in a tropical location in an

430

00:16:04,730 --> 00:16:03,360

area with a lower cost of living where

431

00:16:06,769 --> 00:16:04,740

they can actually feel like they're

432

00:16:09,230 --> 00:16:06,779

thriving and most likely working

433

00:16:10,730 --> 00:16:09,240

remotely paint a picture of some of the

434

00:16:12,230 --> 00:16:10,740

options that you think might get them

435

00:16:14,990 --> 00:16:12,240

excited because if you go to your

436

00:16:17,030 --> 00:16:15,000

website you have several communities you

437

00:16:19,009 --> 00:16:17,040

have tiny homes you have things that

438

00:16:21,410 --> 00:16:19,019

seem more like a resort and other things

439

00:16:23,269 --> 00:16:21,420

that seem more like your standard condo

440

00:16:24,590 --> 00:16:23,279

but talk to us about those range of

441

00:16:27,829 --> 00:16:24,600

options

442

00:16:29,990 --> 00:16:27,839

sure but can I actually back it up Greg

443

00:16:32,150 --> 00:16:30,000

and just go a little bit higher level at

444

00:16:34,850 --> 00:16:32,160

the beginning because when you get down

445

00:16:36,650 --> 00:16:34,860

to actual product type like we're pretty

446

00:16:39,590 --> 00:16:36,660

far down the road for somebody who's

447

00:16:41,689 --> 00:16:39,600

just kind of expat beginning sure and

448

00:16:43,610 --> 00:16:41,699

there are some other things that are

449

00:16:45,470 --> 00:16:43,620

really really important for people to

450

00:16:47,810 --> 00:16:45,480

begin to think about right

451

00:16:49,430 --> 00:16:47,820

and so let me just frame it in two big

452

00:16:52,069 --> 00:16:49,440

areas and then we can start to drill it

453

00:16:53,810 --> 00:16:52,079

down a little bit you know one is this

454

00:16:57,650 --> 00:16:53,820

concept of

455

00:17:00,230 --> 00:16:57,660

am I running from or am I running to

456

00:17:02,090 --> 00:17:00,240

right and it's a spectrum it's never one

457

00:17:06,049 --> 00:17:02,100

or the other it's always some of both

458

00:17:08,750 --> 00:17:06,059

right but primarily am I running from a

459

00:17:12,949 --> 00:17:08,760

situation in the U.S and I'm looking for

460

00:17:15,230 --> 00:17:12,959

a plan B right and a plan B for most

461

00:17:17,090 --> 00:17:15,240

people is that right it's a plan B plan

462

00:17:19,610 --> 00:17:17,100

a is to stay here and hope it doesn't

463

00:17:21,110 --> 00:17:19,620

get any worse or or ride it out because

464

00:17:22,789 --> 00:17:21,120

you know whatever we have family friends

465

00:17:23,990 --> 00:17:22,799

we have a job blah blah blah so

466

00:17:25,789 --> 00:17:24,000

we're going to ride it out here as long

467

00:17:28,970 --> 00:17:25,799

as we can but Plan B is sort of that

468

00:17:32,690 --> 00:17:28,980

okay it's there if I need it or when I

469

00:17:34,610 --> 00:17:32,700

need it right versus running two which

470

00:17:37,610 --> 00:17:34,620

is hey you know what

471

00:17:39,590 --> 00:17:37,620

my job is portable my boss said it's

472

00:17:41,510 --> 00:17:39,600

okay if I work from home so home can be

473

00:17:43,669 --> 00:17:41,520

anywhere where I have good internet or

474

00:17:45,890 --> 00:17:43,679

phone service or access to an airport or

475

00:17:47,690 --> 00:17:45,900

whatever the conditions are right so now

476

00:17:50,810 --> 00:17:47,700

all of a sudden that's a whole different

477

00:17:54,049 --> 00:17:50,820

analysis because a plan B is sort of

478

00:17:56,750 --> 00:17:54,059

what I would call the least cost

479

00:18:00,529 --> 00:17:56,760

way to get what you're looking for which

480

00:18:03,230 --> 00:18:00,539

is a backup plan right running towards

481

00:18:04,970 --> 00:18:03,240

is actually a real lifestyle decision

482

00:18:07,250 --> 00:18:04,980

where you're saying you know what I'm

483

00:18:09,890 --> 00:18:07,260

gonna really try to find a place that I

484

00:18:12,409 --> 00:18:09,900

want to be that's a beautiful home for

485

00:18:14,810 --> 00:18:12,419

myself my family maybe my children you

486

00:18:16,669 --> 00:18:14,820

know are there schools nearby is there a

487

00:18:18,350 --> 00:18:16,679

church nearby that you know we can

488

00:18:20,870 --> 00:18:18,360

attend you know where's the grocery

489

00:18:22,789 --> 00:18:20,880

store how far to the gas station

490

00:18:24,830 --> 00:18:22,799

how am I going to make new friends is

491

00:18:26,570 --> 00:18:24,840

there is there a rotary club a Lions

492

00:18:28,850 --> 00:18:26,580

Club I mean whatever it happens to be is

493

00:18:30,590 --> 00:18:28,860

there soccer or you know martial arts

494

00:18:31,970 --> 00:18:30,600

for my kids to get into a ballet I have

495

00:18:35,150 --> 00:18:31,980

two daughters and they were ballet right

496

00:18:37,430 --> 00:18:35,160

so it's a whole different kind of set of

497

00:18:39,710 --> 00:18:37,440

considerations and so what we normally

498

00:18:41,450 --> 00:18:39,720

do is when we start to engage with

499

00:18:43,370 --> 00:18:41,460

somebody who's looking right in the

500

00:18:45,409 --> 00:18:43,380

early stages we kind of walk through

501
00:18:46,730 --> 00:18:45,419
some of those things and help them think

502
00:18:48,529 --> 00:18:46,740
about it and we have we have a great

503
00:18:50,510 --> 00:18:48,539
survey that we send out to folks so they

504
00:18:51,890 --> 00:18:50,520
can kind of do it themselves it's in a

505
00:18:53,390 --> 00:18:51,900
self-assessment

506
00:18:54,890 --> 00:18:53,400
you know where you kind of walk through

507
00:18:57,110 --> 00:18:54,900
some of those what I'm going to call

508
00:18:59,270 --> 00:18:57,120
bigger picture kind of questions because

509
00:19:01,789 --> 00:18:59,280
what will happen is is depending on how

510
00:19:03,710 --> 00:19:01,799
you answer those questions and where you

511
00:19:07,070 --> 00:19:03,720
are in your life small children adult

512
00:19:09,470 --> 00:19:07,080
children empty nesters single person all

513
00:19:12,470 --> 00:19:09,480

those kinds of things will kind of make

514

00:19:14,870 --> 00:19:12,480

some options not very practical and

515

00:19:16,250 --> 00:19:14,880

other options very practical and then

516

00:19:19,130 --> 00:19:16,260

once you've figured out what those

517

00:19:21,590 --> 00:19:19,140

practical options are then you can start

518

00:19:23,690 --> 00:19:21,600

to layer in things like well do I want

519

00:19:25,430 --> 00:19:23,700

to be on the Caribbean or the Pacific do

520

00:19:28,130 --> 00:19:25,440

I want to live in an urban environment

521

00:19:30,409 --> 00:19:28,140

or more of a resort environment do I

522

00:19:32,450 --> 00:19:30,419

want a tiny home or do I want a single

523

00:19:34,610 --> 00:19:32,460

family home or as a condo what I'm

524

00:19:37,010 --> 00:19:34,620

looking for right and so we can really

525

00:19:39,590 --> 00:19:37,020

move from the bigger bigger questions

526

00:19:42,230 --> 00:19:39,600

down into more of a product specific

527

00:19:43,610 --> 00:19:42,240

kind of discussion but we really like to

528

00:19:44,930 --> 00:19:43,620

help people get through that because at

529

00:19:47,570 --> 00:19:44,940

the end of the day

530

00:19:50,390 --> 00:19:47,580

what we're really after are very very

531

00:19:52,789 --> 00:19:50,400

happy neighbors and we've served well

532

00:19:55,130 --> 00:19:52,799

over a thousand folks over the last 27

533

00:19:56,750 --> 00:19:55,140

years and many of them are neighbors

534

00:19:58,669 --> 00:19:56,760

they've moved full-time many are

535

00:19:59,810 --> 00:19:58,679

investors or vacation property when they

536

00:20:02,870 --> 00:19:59,820

rent it out when they're not there too

537

00:20:05,090 --> 00:20:02,880

right so we've got that element but many

538

00:20:07,730 --> 00:20:05,100

people are either full-timers or

539

00:20:09,890 --> 00:20:07,740

snowbirds and so creating that real

540

00:20:11,390 --> 00:20:09,900

sense of community and having happy

541

00:20:12,950 --> 00:20:11,400

neighbors but

542

00:20:15,650 --> 00:20:12,960

by the time we get to product

543

00:20:17,210 --> 00:20:15,660

discussions we're pretty sure usually

544

00:20:19,730 --> 00:20:17,220

the person's pretty sure that we're a

545

00:20:22,549 --> 00:20:19,740

good fit but early on in that discussion

546

00:20:23,990 --> 00:20:22,559

we tell people frequently hey you know

547

00:20:26,150 --> 00:20:24,000

what by the way you've answered these

548

00:20:28,730 --> 00:20:26,160

questions on the survey Medellin

549

00:20:31,970 --> 00:20:28,740

Colombia would be perfect for you or

550

00:20:33,830 --> 00:20:31,980

Santiago Chile or somewhere else and we

551
00:20:35,510 --> 00:20:33,840
don't work there but we say based on the

552
00:20:37,130 --> 00:20:35,520
information you've given us

553
00:20:38,990 --> 00:20:37,140
here's where you should probably be

554
00:20:41,390 --> 00:20:39,000
looking that would be a good fit for you

555
00:20:43,430 --> 00:20:41,400
you know and they go off and presumably

556
00:20:45,830 --> 00:20:43,440
you know go do that right

557
00:20:48,409 --> 00:20:45,840
but by the time we get to product it's

558
00:20:51,529 --> 00:20:48,419
probably a pretty good fit but yeah tiny

559
00:20:55,549 --> 00:20:51,539
homes homes mid-size homes large homes

560
00:20:57,830 --> 00:20:55,559
estate Lots condos and we really offer a

561
00:21:00,470 --> 00:20:57,840
very wide variety of products as well

562
00:21:02,450 --> 00:21:00,480
once we get to the point of knowing that

563
00:21:04,430 --> 00:21:02,460

that's a good fit for the person who's

564

00:21:07,490 --> 00:21:04,440

in the process

565

00:21:09,470 --> 00:21:07,500

mm-hmm that makes sense and so yeah to

566

00:21:11,990 --> 00:21:09,480

to build a foundation and maybe back up

567

00:21:14,390 --> 00:21:12,000

to getting people's mental wheels

568

00:21:16,909 --> 00:21:14,400

turning about where might be right for

569

00:21:20,570 --> 00:21:16,919

them you mentioned Nicaragua Belize

570

00:21:22,669 --> 00:21:20,580

Panama Argentina Costa Rica El Salvador

571

00:21:24,770 --> 00:21:22,679

and Honduras well a lot of people

572

00:21:27,950 --> 00:21:24,780

listening probably just don't know much

573

00:21:30,169 --> 00:21:27,960

about the nuances of these countries how

574

00:21:32,390 --> 00:21:30,179

would you compare and contrast some of

575

00:21:34,549 --> 00:21:32,400

them in terms of economic stability

576

00:21:36,830 --> 00:21:34,559

political stability corruption level

577

00:21:40,789 --> 00:21:36,840

some of the things that might separate

578

00:21:43,789 --> 00:21:40,799

them from each other yeah boy that's a

579

00:21:46,010 --> 00:21:43,799

pretty wide field to try to compare all

580

00:21:49,010 --> 00:21:46,020

of them but let me make some big broad

581

00:21:51,830 --> 00:21:49,020

generalizations one of the reasons that

582

00:21:53,990 --> 00:21:51,840

Belize is so popular with U.S and

583

00:21:56,690 --> 00:21:54,000

Canadians is that English is the

584

00:21:58,610 --> 00:21:56,700

official language and it's you know

585

00:22:00,950 --> 00:21:58,620

whatever hour and a half from Miami two

586

00:22:03,350 --> 00:22:00,960

hours from Houston about you know five

587

00:22:05,750 --> 00:22:03,360

hours from Toronto so it's you know lots

588

00:22:10,549 --> 00:22:05,760

of direct Airlift but English English

589

00:22:13,909 --> 00:22:10,559

right is huge and also English common

590

00:22:16,850 --> 00:22:13,919

law right which is the legal system is

591

00:22:19,130 --> 00:22:16,860

49 of the 50 states Louisiana has civil

592

00:22:21,590 --> 00:22:19,140

law and in Canada it's all the provinces

593

00:22:23,750 --> 00:22:21,600

but Quebec is common law so it's kind of

594

00:22:26,029 --> 00:22:23,760

how we think legally we you know we've

595

00:22:27,710 --> 00:22:26,039

all read contracts and you know so we

596

00:22:30,169 --> 00:22:27,720

have a sense of kind of how it works

597

00:22:32,390 --> 00:22:30,179

civil law is very different civil law

598

00:22:35,930 --> 00:22:32,400

was written by Napoleon of all people

599

00:22:37,970 --> 00:22:35,940

physically the man wrote civil law I

600

00:22:40,250 --> 00:22:37,980

mean it's you know they still have what

601
00:22:43,070 --> 00:22:40,260
he wrote but anyway it's a very

602
00:22:44,930 --> 00:22:43,080
different type of legal framework and so

603
00:22:47,510 --> 00:22:44,940
when you get outside of Belize into the

604
00:22:50,570 --> 00:22:47,520
rest of Central America and South

605
00:22:53,330 --> 00:22:50,580
America you're into civil law and then

606
00:22:54,950 --> 00:22:53,340
Spanish or Brazil Portuguese right so

607
00:22:57,590 --> 00:22:54,960
you've got language issues but you've

608
00:22:59,390 --> 00:22:57,600
also got this legal framework issue

609
00:23:01,490 --> 00:22:59,400
that's different it's not bad that

610
00:23:03,590 --> 00:23:01,500
there's no good or bad to it it's just

611
00:23:05,450 --> 00:23:03,600
different it's not familiar right so I

612
00:23:07,370 --> 00:23:05,460
would say that from that perspective

613
00:23:09,830 --> 00:23:07,380

that's an easy one I think that's why

614

00:23:12,590 --> 00:23:09,840

Belize has become an easy first step for

615

00:23:15,289 --> 00:23:12,600

so many people the language and then the

616

00:23:17,750 --> 00:23:15,299

common law and then similar culture to

617

00:23:20,090 --> 00:23:17,760

it culturally it's much more familiar it

618

00:23:22,549 --> 00:23:20,100

was British Honduras so again culturally

619

00:23:24,230 --> 00:23:22,559

there's some alignment there as opposed

620

00:23:26,930 --> 00:23:24,240

to you know other places that were

621

00:23:29,870 --> 00:23:26,940

Spanish or Portuguese which are a

622

00:23:32,330 --> 00:23:29,880

slightly different cultural alignment

623

00:23:34,850 --> 00:23:32,340

you know economically

624

00:23:37,430 --> 00:23:34,860

I would say Panama is the most

625

00:23:39,049 --> 00:23:37,440

economically stable of all of the

626
00:23:42,409 --> 00:23:39,059
countries in the region

627
00:23:44,930 --> 00:23:42,419
the Panama Canal I call it the ATM

628
00:23:46,850 --> 00:23:44,940
machine from Panama like literally every

629
00:23:48,289 --> 00:23:46,860
day they just go and I think it's about

630
00:23:50,570 --> 00:23:48,299
you know four or five million bucks

631
00:23:52,610 --> 00:23:50,580
every day they just withdraw four or

632
00:23:55,190 --> 00:23:52,620
five million dollars every day from

633
00:23:57,409 --> 00:23:55,200
their Panama Canal ATM machine like

634
00:23:59,450 --> 00:23:57,419
every ship that passes through pays them

635
00:24:03,230 --> 00:23:59,460
and they're just every day every day

636
00:24:06,289 --> 00:24:03,240
every day so they've got real money

637
00:24:08,570 --> 00:24:06,299
as a basis of stability it's got a

638
00:24:11,210 --> 00:24:08,580

relatively low population the population

639

00:24:12,710 --> 00:24:11,220
of the country is about 4 million

640

00:24:14,690 --> 00:24:12,720
and then they've really done a

641

00:24:17,390 --> 00:24:14,700
tremendous job of leveraging the canal

642

00:24:19,730 --> 00:24:17,400
into the logistics they are an

643

00:24:22,730 --> 00:24:19,740
incredible Logistics Center

644

00:24:24,289 --> 00:24:22,740
Dell caterpillar many other companies

645

00:24:25,789 --> 00:24:24,299
have their kind of Latin American

646

00:24:27,830 --> 00:24:25,799
headquarters there they've become a

647

00:24:29,870 --> 00:24:27,840
center for call centers because of the

648

00:24:31,730 --> 00:24:29,880
bilingual nature of Panama they're a

649

00:24:34,190 --> 00:24:31,740
Financial Services Center I know the

650

00:24:36,470 --> 00:24:34,200
Panama papers gave them a black eye but

651
00:24:38,990 --> 00:24:36,480
yes that was sort of like I don't know

652
00:24:40,850 --> 00:24:39,000
sticking an ant in front of a semi like

653
00:24:43,870 --> 00:24:40,860
yeah okay there was a bump in the road

654
00:24:46,789 --> 00:24:43,880
but it just it just kept on going

655
00:24:49,430 --> 00:24:46,799
corruption's everywhere yeah right so

656
00:24:52,970 --> 00:24:49,440
economically Panama is very stable

657
00:24:55,430 --> 00:24:52,980
the downside to Panama was of all the

658
00:24:57,890 --> 00:24:55,440
countries in Central America they were

659
00:25:00,770 --> 00:24:57,900
the most Draconian in their coveted

660
00:25:03,230 --> 00:25:00,780
response they locked down severely they

661
00:25:07,070 --> 00:25:03,240
enforced it they gave people two hours

662
00:25:08,930 --> 00:25:07,080
every other day to go shopping so life's

663
00:25:11,029 --> 00:25:08,940

always trade-offs right

664

00:25:13,490 --> 00:25:11,039

Nicaragua on the other hand is probably

665

00:25:14,930 --> 00:25:13,500

the least economically

666

00:25:18,049 --> 00:25:14,940

well off I think it's actually

667

00:25:20,570 --> 00:25:18,059

economically stable but it's the poorest

668

00:25:22,789 --> 00:25:20,580

country in Central America and South

669

00:25:24,890 --> 00:25:22,799

America only Haiti is poorer right so

670

00:25:26,810 --> 00:25:24,900

it's Caribbean but in Central and South

671

00:25:27,890 --> 00:25:26,820

America Nicaragua was the poorest

672

00:25:30,649 --> 00:25:27,900

country

673

00:25:32,630 --> 00:25:30,659

but I lived there for 14 years my wife I

674

00:25:34,789 --> 00:25:32,640

went there with Carol my wife my

675

00:25:36,529 --> 00:25:34,799

two-year-old daughter Amanda we had

676
00:25:38,930 --> 00:25:36,539
another little daughter Emily who came

677
00:25:41,269 --> 00:25:38,940
along and you know the population's

678
00:25:43,130 --> 00:25:41,279
about six million people but about five

679
00:25:45,470 --> 00:25:43,140
between five and ten percent of the

680
00:25:47,510 --> 00:25:45,480
people are pretty well off and some

681
00:25:49,549 --> 00:25:47,520
percentage of those people are you know

682
00:25:51,230 --> 00:25:49,559
millionaires right probably three four

683
00:25:52,970 --> 00:25:51,240
five percent of the population of

684
00:25:55,490 --> 00:25:52,980
Nicaragua has a net worth of a million

685
00:25:58,669 --> 00:25:55,500
bucks so you've got this population of

686
00:26:01,490 --> 00:25:58,679
300 you know two 300 000 people who are

687
00:26:03,649 --> 00:26:01,500
all really really wealthy so it's kind

688
00:26:06,470 --> 00:26:03,659

of ironic it's kind of a weird contrast

689

00:26:07,490 --> 00:26:06,480

but Nicaragua has world-class Medical

690

00:26:10,610 --> 00:26:07,500

Care

691

00:26:12,470 --> 00:26:10,620

they've got the Byrne hospital for all

692

00:26:15,169 --> 00:26:12,480

of Central America like every other

693

00:26:17,510 --> 00:26:15,179

country flies their burn victims to

694

00:26:19,789 --> 00:26:17,520

Nicaragua for treatment in their in the

695

00:26:21,890 --> 00:26:19,799

Vivian Palace hospital and you know we

696

00:26:23,570 --> 00:26:21,900

did all of our medical there and I mean

697

00:26:24,769 --> 00:26:23,580

it's truly world-class medical care

698

00:26:27,169 --> 00:26:24,779

because you got you know a couple

699

00:26:29,750 --> 00:26:27,179

hundred thousand very very wealthy

700

00:26:31,130 --> 00:26:29,760

people who want very high quality

701
00:26:33,649 --> 00:26:31,140
Medical Care

702
00:26:36,529 --> 00:26:33,659
but the cost of living is insanely

703
00:26:38,690 --> 00:26:36,539
inexpensive and from a political

704
00:26:41,510 --> 00:26:38,700
standpoint they were the country that

705
00:26:43,310 --> 00:26:41,520
locked down the least they did not have

706
00:26:45,590 --> 00:26:43,320
masking mandates they did not have

707
00:26:47,810 --> 00:26:45,600
business closures they left it up to

708
00:26:49,070 --> 00:26:47,820
individuals to decide or businesses to

709
00:26:50,450 --> 00:26:49,080
decide if you wanted to close your

710
00:26:52,370 --> 00:26:50,460
business close it if you want to spread

711
00:26:54,289 --> 00:26:52,380
your tables out at the restaurant spread

712
00:26:55,730 --> 00:26:54,299
them out you want to wear a mask wear a

713
00:26:56,690 --> 00:26:55,740

mask you don't want a mask don't wear a

714

00:27:00,409 --> 00:26:56,700

mask

715

00:27:02,630 --> 00:27:00,419

so it was really interesting to see that

716

00:27:04,970 --> 00:27:02,640

kind of I would say at either end of the

717

00:27:08,049 --> 00:27:04,980

spectrum right Panama economically

718

00:27:10,549 --> 00:27:08,059

stable Draconian response to covet

719

00:27:13,010 --> 00:27:10,559

Nicaragua you know economically stable

720

00:27:15,649 --> 00:27:13,020

but very very poor as a per capita

721

00:27:18,110 --> 00:27:15,659

income per person but still you know on

722

00:27:20,090 --> 00:27:18,120

the other side very free in how they

723

00:27:22,130 --> 00:27:20,100

responded to covet and and I would put

724

00:27:24,169 --> 00:27:22,140

the other countries kind of in the

725

00:27:27,409 --> 00:27:24,179

middle Costa Rica probably was a little

726

00:27:28,909 --> 00:27:27,419

more Draconian Belize a little less so

727

00:27:31,370 --> 00:27:28,919

but they all kind of fit on that

728

00:27:33,350 --> 00:27:31,380

Spectrum somewhere but either end that's

729

00:27:36,830 --> 00:27:33,360

what I would say those are the bookends

730

00:27:39,230 --> 00:27:36,840

of that particular economics Freedom

731

00:27:41,930 --> 00:27:39,240

versus lockdown and that kind of thing

732

00:27:44,090 --> 00:27:41,940

so yeah well that's a great crash course

733

00:27:46,310 --> 00:27:44,100

for sure and I've been saying that's

734

00:27:48,710 --> 00:27:46,320

kind of the silver lining of covet is we

735

00:27:49,730 --> 00:27:48,720

did get to see when the does hit

736

00:27:52,610 --> 00:27:49,740

the fan

737

00:27:55,190 --> 00:27:52,620

who responds in which ways and where do

738

00:27:57,049 --> 00:27:55,200

we want to be in coordination with the

739

00:27:58,730 --> 00:27:57,059

general response obviously things can

740

00:28:01,669 --> 00:27:58,740

change but that's why a lot of people

741

00:28:03,590 --> 00:28:01,679

are moving from one kind of state to

742

00:28:05,930 --> 00:28:03,600

another right now because maybe their

743

00:28:07,970 --> 00:28:05,940

world view only encompasses the 50

744

00:28:09,950 --> 00:28:07,980

States but they're assessing who

745

00:28:12,169 --> 00:28:09,960

responded in which ways and where do I

746

00:28:15,649 --> 00:28:12,179

want to be and maybe we just need to

747

00:28:17,930 --> 00:28:15,659

broaden our Horizons out a little bit

748

00:28:20,210 --> 00:28:17,940

into Central America and and look at

749

00:28:22,070 --> 00:28:20,220

some of those things and really it's the

750

00:28:23,690 --> 00:28:22,080

the vaccine requirements would be

751

00:28:25,669 --> 00:28:23,700

something that I would think about

752

00:28:27,890 --> 00:28:25,679

obviously just I'm sure your whole

753

00:28:30,289 --> 00:28:27,900

interest in what you do is exploded

754

00:28:32,630 --> 00:28:30,299

since covid but are there places where

755

00:28:34,730 --> 00:28:32,640

the people who chose not to get the

756

00:28:37,789 --> 00:28:34,740

shots would probably want to avoid or

757

00:28:39,649 --> 00:28:37,799

you know can they navigate regardless

758

00:28:42,409 --> 00:28:39,659

you know that's interesting I think

759

00:28:44,870 --> 00:28:42,419

right now navigation is pretty easy

760

00:28:47,149 --> 00:28:44,880

throughout the region without a vaccine

761

00:28:49,010 --> 00:28:47,159

I know that if you're flying to a

762

00:28:50,510 --> 00:28:49,020

country like Nicaragua for example you

763

00:28:53,210 --> 00:28:50,520

have to show that you either have the

764

00:28:55,490 --> 00:28:53,220

vaccine or you've taken a PCR test but

765

00:28:56,750 --> 00:28:55,500

there's no vaccine requirement and I I

766

00:28:59,330 --> 00:28:56,760

don't think there's a vaccine

767

00:29:02,090 --> 00:28:59,340

requirement anywhere in the region now

768

00:29:04,370 --> 00:29:02,100

at one point it was either the test or

769

00:29:06,590 --> 00:29:04,380

the vaccine and a lot of countries don't

770

00:29:08,750 --> 00:29:06,600

even require the test anymore good good

771

00:29:12,169 --> 00:29:08,760

yeah I mean it's silly to have to ask I

772

00:29:14,450 --> 00:29:12,179

can't believe we do but I I do and you

773

00:29:16,909 --> 00:29:14,460

know you mentioned the cultural

774

00:29:19,310 --> 00:29:16,919

familiarity and also the language

775

00:29:21,350 --> 00:29:19,320

barriers those are certainly factors

776

00:29:24,409 --> 00:29:21,360

that I think a lot of people consider

777

00:29:26,870 --> 00:29:24,419

which one of these countries or even

778

00:29:29,269 --> 00:29:26,880

developments that you've been a part of

779

00:29:31,850 --> 00:29:29,279

would you say are some of the largest

780

00:29:34,610 --> 00:29:31,860

expat communities and what would their

781

00:29:36,590 --> 00:29:34,620

size actually look like yeah well you

782

00:29:38,930 --> 00:29:36,600

know in terms of countries and we

783

00:29:41,810 --> 00:29:38,940

haven't talked about Mexico but Mexico's

784

00:29:44,630 --> 00:29:41,820

been drawing expats for you know

785

00:29:46,909 --> 00:29:44,640

whatever 100 years or longer right but

786

00:29:49,250 --> 00:29:46,919

you know since the 60s when they started

787

00:29:51,169 --> 00:29:49,260

doing the movies down there in Acapulco

788

00:29:52,789 --> 00:29:51,179

and Elvis and you know that whole gang

789

00:29:54,590 --> 00:29:52,799

were down there I mean it started to

790

00:29:57,289 --> 00:29:54,600

really take Mexico and put it on the map

791

00:30:00,049 --> 00:29:57,299

for an expat destination so Mexico's

792

00:30:02,210 --> 00:30:00,059

really done pretty well with pulling in

793

00:30:04,210 --> 00:30:02,220

expats and creating wonderful

794

00:30:07,430 --> 00:30:04,220

communities for them whether it's

795

00:30:09,409 --> 00:30:07,440

Guadalajara or Puerto Vallarta or Merida

796

00:30:11,870 --> 00:30:09,419

or the Riviera Maya those are certainly

797

00:30:13,310 --> 00:30:11,880

places that have done well and we don't

798

00:30:16,070 --> 00:30:13,320

work there by the way we don't work in

799

00:30:17,090 --> 00:30:16,080

Mexico at all but we admire what they've

800

00:30:19,250 --> 00:30:17,100

done

801
00:30:21,590 --> 00:30:19,260
the prices are a lot higher because

802
00:30:23,810 --> 00:30:21,600
again they're much more popular they're

803
00:30:27,110 --> 00:30:23,820
further up what I call the development

804
00:30:28,730 --> 00:30:27,120
slash popularity curve so when you've

805
00:30:30,889 --> 00:30:28,740
got places that are more developed and

806
00:30:33,769 --> 00:30:30,899
more popular well prices are higher

807
00:30:36,830 --> 00:30:33,779
right than places that are less popular

808
00:30:38,750 --> 00:30:36,840
Costa Rica probably came in second they

809
00:30:40,669 --> 00:30:38,760
started really promoting themselves as a

810
00:30:43,549 --> 00:30:40,679
retirement destination as an expat

811
00:30:45,529 --> 00:30:43,559
destination in the 80s and they jumped

812
00:30:47,990 --> 00:30:45,539
on it hard and they had some great

813
00:30:49,730 --> 00:30:48,000

retirement laws pensionado that's what

814

00:30:51,950 --> 00:30:49,740

they call them pensionado visas

815

00:30:54,649 --> 00:30:51,960

retirement visas that you could get into

816

00:30:56,029 --> 00:30:54,659

Costa Rica with you know eight nine

817

00:30:58,070 --> 00:30:56,039

hundred a thousand dollars a month

818

00:31:00,830 --> 00:30:58,080

Social Security payment or pension

819

00:31:03,289 --> 00:31:00,840

payment and get a Visa get a permanent

820

00:31:05,450 --> 00:31:03,299

residency there and so they did a

821

00:31:07,490 --> 00:31:05,460

tremendous job with that and so San Jose

822

00:31:10,490 --> 00:31:07,500

the Central Valley that's been really

823

00:31:13,789 --> 00:31:10,500

really popular as have the beaches in

824

00:31:16,430 --> 00:31:13,799

Guanacaste which is the northwest corner

825

00:31:19,070 --> 00:31:16,440

of Costa Rica in fact it's so popular

826
00:31:23,149 --> 00:31:19,080
that we now have a Four Seasons Resort

827
00:31:24,950 --> 00:31:23,159
JW Marriotts Weston Resorts I mean all

828
00:31:27,289 --> 00:31:24,960
kinds of very very high-end Resort

829
00:31:29,630 --> 00:31:27,299
properties high-end residential

830
00:31:33,110 --> 00:31:29,640
communities and again it's very popular

831
00:31:35,210 --> 00:31:33,120
the prices are pretty high the Caribbean

832
00:31:37,490 --> 00:31:35,220
side of Costa Rica has kind of been the

833
00:31:39,289 --> 00:31:37,500
redheaded stepchild and and so you know

834
00:31:41,090 --> 00:31:39,299
we own a property on the Caribbean we've

835
00:31:42,889 --> 00:31:41,100
not developed it but we're currently

836
00:31:45,230 --> 00:31:42,899
partnering with a guy that's got a

837
00:31:47,690 --> 00:31:45,240
beautiful Community there and we're

838
00:31:49,669 --> 00:31:47,700

helping him finish it out and so that's

839

00:31:51,169 --> 00:31:49,679

one that we're starting to see some real

840

00:31:53,510 --> 00:31:51,179

traction on now that we've gotten our

841

00:31:56,450 --> 00:31:53,520

arms into it but Costa Rica very very

842

00:31:59,630 --> 00:31:56,460

popular with expats for whatever 50

843

00:32:01,610 --> 00:31:59,640

years since the 80s 40 50 years Panama

844

00:32:04,490 --> 00:32:01,620

probably right there right after that

845

00:32:07,250 --> 00:32:04,500

just because of the canal many people in

846

00:32:08,930 --> 00:32:07,260

the U.S military were stationed there at

847

00:32:10,730 --> 00:32:08,940

one point or another they did a lot of

848

00:32:13,010 --> 00:32:10,740

you know training and rotations through

849

00:32:15,350 --> 00:32:13,020

the country and so a lot of people have

850

00:32:17,210 --> 00:32:15,360

been to Panama a lot of U.S citizens and

851

00:32:20,269 --> 00:32:17,220

so there's sort of a familiarity and a

852

00:32:22,850 --> 00:32:20,279

comfort with it and I think that has let

853

00:32:24,169 --> 00:32:22,860

Panama kind of rise very quickly in the

854

00:32:27,889 --> 00:32:24,179

program they have great residency

855

00:32:29,330 --> 00:32:27,899

programs pensionado visas Belize a

856

00:32:31,730 --> 00:32:29,340

little bit later to the game they really

857

00:32:33,710 --> 00:32:31,740

started hitting it hard in the you know

858

00:32:37,850 --> 00:32:33,720

mid to late 90s so we're talking black

859

00:32:39,830 --> 00:32:37,860

you know 30 years say and they also have

860

00:32:43,250 --> 00:32:39,840

some great visas they have what's called

861

00:32:46,789 --> 00:32:43,260

a qrp qualified retired persons program

862

00:32:48,889 --> 00:32:46,799

the qrp program it's excellent in terms

863

00:32:51,409 --> 00:32:48,899

of permanent residency programs again

864

00:32:53,450 --> 00:32:51,419

it's easy to get it's easy to maintain

865

00:32:55,250 --> 00:32:53,460

you only have to be in Belize a couple

866

00:32:57,169 --> 00:32:55,260

of weeks a year and you can maintain a

867

00:32:59,690 --> 00:32:57,179

permanent residency there so it's a

868

00:33:02,510 --> 00:32:59,700

great plan B by the way the Belize qrp

869

00:33:04,789 --> 00:33:02,520

is a great plan B because you only have

870

00:33:06,470 --> 00:33:04,799

to be there it's either two or four

871

00:33:08,630 --> 00:33:06,480

weeks I can't remember anyway but it's

872

00:33:10,850 --> 00:33:08,640

not long I mean a couple vacations you

873

00:33:12,710 --> 00:33:10,860

maintain a permanent residency so you

874

00:33:14,029 --> 00:33:12,720

have that in your pocket

875

00:33:16,370 --> 00:33:14,039

and then they've got investor

876

00:33:18,409 --> 00:33:16,380

residencies that are pretty favorable as

877

00:33:20,990 --> 00:33:18,419

well so I think that's sort of the gamut

878

00:33:24,169 --> 00:33:21,000

of you know where people have gone and

879

00:33:26,389 --> 00:33:24,179

Nicaragua probably a lot lower on the

880

00:33:28,490 --> 00:33:26,399

list not as many folks living in

881

00:33:31,789 --> 00:33:28,500

Nicaragua as expats that number is

882

00:33:33,950 --> 00:33:31,799

probably maybe 10 000 and let me just

883

00:33:35,690 --> 00:33:33,960

run some numbers Mexico you know several

884

00:33:36,649 --> 00:33:35,700

hundred thousand maybe as high as a

885

00:33:39,549 --> 00:33:36,659

million

886

00:33:44,389 --> 00:33:39,559

Costa Rica probably a hundred thousand

887

00:33:46,970 --> 00:33:44,399

Panama maybe 50 60 000 Belize twenty

888

00:33:49,610 --> 00:33:46,980

thirty thousand Nicaragua ten thousand

889

00:33:52,310 --> 00:33:49,620

so you can just see the number of expats

890

00:33:53,750 --> 00:33:52,320

kind of indicating the popularity but

891

00:33:55,669 --> 00:33:53,760

also how long they've been in the game

892

00:33:57,830 --> 00:33:55,679

right the longer a country's been

893

00:33:59,450 --> 00:33:57,840

pulling in expats and building

894

00:34:02,029 --> 00:33:59,460

communities for them you know the more

895

00:34:04,250 --> 00:34:02,039

folks that come there it's interesting

896

00:34:07,909 --> 00:34:04,260

Greg where we've actually seen the most

897

00:34:10,250 --> 00:34:07,919

traction is Nicaragua because

898

00:34:12,589 --> 00:34:10,260

I mean we've got I don't know we have

899

00:34:14,149 --> 00:34:12,599

about 200 addresses that are up or

900

00:34:15,649 --> 00:34:14,159

almost finished we have about 80 homes

901
00:34:18,290 --> 00:34:15,659
under construction and they'll wrap up

902
00:34:21,530 --> 00:34:18,300
here by August but when those 80 homes

903
00:34:24,050 --> 00:34:21,540
finish we'll have over 200 addresses on

904
00:34:25,790 --> 00:34:24,060
property and I'm guessing that about

905
00:34:28,790 --> 00:34:25,800
half of them are going to be occupied

906
00:34:31,669 --> 00:34:28,800
either by snowbirds six months out of

907
00:34:33,950 --> 00:34:31,679
the year or full time so our grand

908
00:34:36,169 --> 00:34:33,960
Pacifica Community is really you know

909
00:34:38,990 --> 00:34:36,179
it's a community it's a village now and

910
00:34:41,570 --> 00:34:39,000
what drove the sails and drove the

911
00:34:43,310 --> 00:34:41,580
really the relocation right that's

912
00:34:44,750 --> 00:34:43,320
what's happening it's not just sales I

913
00:34:45,950 --> 00:34:44,760

mean if somebody buys a house and puts

914

00:34:48,109 --> 00:34:45,960

it in the rental program as an

915

00:34:50,149 --> 00:34:48,119

investment property that's great and

916

00:34:51,589 --> 00:34:50,159

overnight guests are wonderful but

917

00:34:53,210 --> 00:34:51,599

they're really not part of the

918

00:34:54,589 --> 00:34:53,220

neighborhood right they eat at the

919

00:34:56,389 --> 00:34:54,599

restaurant you might see them at the bar

920

00:34:58,430 --> 00:34:56,399

or whatever go surfing with them or play

921

00:35:00,890 --> 00:34:58,440

golf or whatever right but they're not

922

00:35:05,089 --> 00:35:00,900

really part of the community per se

923

00:35:08,030 --> 00:35:05,099

what really drove so many people to

924

00:35:10,790 --> 00:35:08,040

decide to own a property and then live

925

00:35:12,829 --> 00:35:10,800

at Grand Pacifica full time was the

926
00:35:16,670 --> 00:35:12,839
response to coven you know around the

927
00:35:18,470 --> 00:35:16,680
world and Nicaragua's laissez faire like

928
00:35:21,050 --> 00:35:18,480
hey come on down here and we're not

929
00:35:22,910 --> 00:35:21,060
going to bug you and people looked at

930
00:35:26,690 --> 00:35:22,920
that and they were like really we're

931
00:35:30,530 --> 00:35:26,700
like yeah really and probably of the 100

932
00:35:33,470 --> 00:35:30,540
sales that happened in 2000 say 20 to

933
00:35:36,290 --> 00:35:33,480
early 21 so maybe that 16 18 month

934
00:35:38,510 --> 00:35:36,300
period about 100 sales

935
00:35:41,450 --> 00:35:38,520
um three quarters of them were in

936
00:35:43,730 --> 00:35:41,460
response to covet and many many more

937
00:35:46,370 --> 00:35:43,740
than half of those people are moving

938
00:35:49,250 --> 00:35:46,380

full-time so yeah

939

00:35:51,230 --> 00:35:49,260

it's been an exodus and I don't know I

940

00:35:53,230 --> 00:35:51,240

feel fortunate that we were in business

941

00:35:56,329 --> 00:35:53,240

we knew what we were doing we had enough

942

00:35:57,650 --> 00:35:56,339

capacity to serve those folks and we did

943

00:35:59,810 --> 00:35:57,660

and we are

944

00:36:01,730 --> 00:35:59,820

wow well your passion is quite

945

00:36:04,630 --> 00:36:01,740

contagious I'm almost ready to go one

946

00:36:07,970 --> 00:36:04,640

foot out the door uh so come visit

947

00:36:10,310 --> 00:36:07,980

that's a great idea and we actually got

948

00:36:12,890 --> 00:36:10,320

connected through a listener named Karen

949

00:36:15,589 --> 00:36:12,900

who is actually a San Diego local who

950

00:36:18,050 --> 00:36:15,599

I've met before nice kind lady she is

951
00:36:20,270 --> 00:36:18,060
really active in the stop 5G movement in

952
00:36:22,910 --> 00:36:20,280
Southern California because she is EMF

953
00:36:24,890 --> 00:36:22,920
sensitive and has been feeling more and

954
00:36:26,870 --> 00:36:24,900
more ill because of the increased

955
00:36:29,329 --> 00:36:26,880
density of all the electromagnetic

956
00:36:31,130 --> 00:36:29,339
pollution yep and I don't know how often

957
00:36:32,930 --> 00:36:31,140
you work with people in that sort of

958
00:36:36,170 --> 00:36:32,940
situation but some of these communities

959
00:36:39,050 --> 00:36:36,180
as I understand they might be Wi-Fi free

960
00:36:41,150 --> 00:36:39,060
or at least better places to live for

961
00:36:41,870 --> 00:36:41,160
people with EMF concerns wouldn't you

962
00:36:45,470 --> 00:36:41,880
say

963
00:36:47,690 --> 00:36:45,480

yeah absolutely in fact Karen and I have

964

00:36:49,730 --> 00:36:47,700

been going back and forth now for I

965

00:36:52,730 --> 00:36:49,740

don't know four or five months really

966

00:36:56,450 --> 00:36:52,740

working on the design of a neighborhood

967

00:36:59,630 --> 00:36:56,460

at Grand Pacifica specifically for folks

968

00:37:02,510 --> 00:36:59,640

like her who are EMF sensitive

969

00:37:04,190 --> 00:37:02,520

I'm careful not to use the word no EMF

970

00:37:07,790 --> 00:37:04,200

because I don't think that exists in the

971

00:37:10,849 --> 00:37:07,800

world anymore but sure very very low EMF

972

00:37:13,490 --> 00:37:10,859

right and yeah so we're actually working

973

00:37:15,950 --> 00:37:13,500

with her and some other folks to design

974

00:37:19,250 --> 00:37:15,960

a neighborhood that will be very very

975

00:37:21,470 --> 00:37:19,260

low EMF and a couple things one is the

976

00:37:23,390 --> 00:37:21,480

physical location of the site

977

00:37:26,150 --> 00:37:23,400

it's kind of in a little bit of a bowl

978

00:37:28,130 --> 00:37:26,160

so it's down low we've got teak Forest

979

00:37:30,349 --> 00:37:28,140

on one side we're also in the teak

980

00:37:33,710 --> 00:37:30,359

business we've we started planting teak

981

00:37:36,589 --> 00:37:33,720

back in 1999 and but anyway we've got a

982

00:37:38,990 --> 00:37:36,599

teak Forest on one side of the area and

983

00:37:40,849 --> 00:37:39,000

then we may continue a teak and wrap the

984

00:37:44,270 --> 00:37:40,859

neighborhood and teak because obviously

985

00:37:46,910 --> 00:37:44,280

trees are a great reducer of any ambient

986

00:37:48,950 --> 00:37:46,920

EMF sure but the other thing that I

987

00:37:52,010 --> 00:37:48,960

think the thing that got Karen even

988

00:37:56,870 --> 00:37:52,020

started in this was the fact this is

989

00:37:59,089 --> 00:37:56,880

incredible way back in 2004 2005 we

990

00:38:02,210 --> 00:37:59,099

decided that we were going to run fiber

991

00:38:05,030 --> 00:38:02,220

to every address at Grand Pacifica and

992

00:38:07,490 --> 00:38:05,040

so we actually were the first fiber to

993

00:38:09,710 --> 00:38:07,500

the Home Project in Central America and

994

00:38:12,770 --> 00:38:09,720

the second in Latin America which is

995

00:38:16,130 --> 00:38:12,780

incredible wow back in yeah 2005 I think

996

00:38:17,990 --> 00:38:16,140

we had it installed and somehow she well

997

00:38:19,550 --> 00:38:18,000

whatever we published that with a bunch

998

00:38:21,770 --> 00:38:19,560

of press releases and all kinds of stuff

999

00:38:23,870 --> 00:38:21,780

she found out about it and because as

1000

00:38:26,510 --> 00:38:23,880

we've run fiber you know we have the

1001

00:38:29,270 --> 00:38:26,520

ability to wire homes with very very

1002

00:38:33,050 --> 00:38:29,280

high speed internet but we don't have to

1003

00:38:34,970 --> 00:38:33,060

depend upon Wi-Fi so we're able to run

1004

00:38:36,589 --> 00:38:34,980

the fiber put that in the neighborhood

1005

00:38:38,510 --> 00:38:36,599

and then you know the homes I've been

1006

00:38:40,550 --> 00:38:38,520

learning a lot apparently there are a

1007

00:38:42,410 --> 00:38:40,560

lot of building methodologies and a lot

1008

00:38:45,050 --> 00:38:42,420

of very simple things instead of using

1009

00:38:47,870 --> 00:38:45,060

plastic conduit for your electric wire

1010

00:38:49,970 --> 00:38:47,880

you know you use a metal conduit right

1011

00:38:53,030 --> 00:38:49,980

so I mean just something like that the

1012

00:38:54,890 --> 00:38:53,040

shielding reduces the EMF coming off of

1013

00:38:56,870 --> 00:38:54,900

just your general electrical wires in

1014

00:39:00,530 --> 00:38:56,880

your wall you know Concrete Construction

1015

00:39:03,829 --> 00:39:00,540

which we do is another shielding uh

1016

00:39:05,210 --> 00:39:03,839

apparently low E Windows do a pretty

1017

00:39:06,950 --> 00:39:05,220

good job as well so I mean there's just

1018

00:39:08,930 --> 00:39:06,960

a lot of things that we've been learning

1019

00:39:10,730 --> 00:39:08,940

about construction methodology some of

1020

00:39:12,950 --> 00:39:10,740

which we already do Concrete

1021

00:39:14,630 --> 00:39:12,960

Construction you know and low e-glass

1022

00:39:16,310 --> 00:39:14,640

and things like that but then the

1023

00:39:18,170 --> 00:39:16,320

shielding and other you know hate to

1024

00:39:21,410 --> 00:39:18,180

call them tricks but other techniques

1025

00:39:24,470 --> 00:39:21,420

that you can use and employ to reduce

1026

00:39:26,270 --> 00:39:24,480

the EMF yeah it's pretty exciting Greg

1027

00:39:28,069 --> 00:39:26,280

because we never would have thought

1028

00:39:31,069 --> 00:39:28,079

about this but this is a great example

1029

00:39:34,609 --> 00:39:31,079

of you know somebody finding us and Us

1030

00:39:36,890 --> 00:39:34,619

in this case really being able to build

1031

00:39:39,230 --> 00:39:36,900

something that's important for them and

1032

00:39:41,990 --> 00:39:39,240

really serves a need in the marketplace

1033

00:39:44,270 --> 00:39:42,000

that I don't think anyone else in Latin

1034

00:39:47,150 --> 00:39:44,280

America is doing it I haven't seen it so

1035

00:39:50,030 --> 00:39:47,160

to solve a problem for folks that we're

1036

00:39:52,670 --> 00:39:50,040

able to do it it's pretty cool yeah yeah

1037

00:39:54,349 --> 00:39:52,680

I'm so impressed with this and somewhat

1038

00:39:56,030 --> 00:39:54,359

related another thing that I think would

1039

00:39:58,490 --> 00:39:56,040

interest listeners of this show I've

1040

00:40:00,349 --> 00:39:58,500

heard you mention aggro resilient

1041

00:40:02,690 --> 00:40:00,359

communities being built and I wouldn't

1042

00:40:05,150 --> 00:40:02,700

call them prepper communities exactly

1043

00:40:07,609 --> 00:40:05,160

but sustainable permaculture communities

1044

00:40:10,130 --> 00:40:07,619

that focus on growing their own high

1045

00:40:11,589 --> 00:40:10,140

quality food talk to us about that being

1046

00:40:14,810 --> 00:40:11,599

in the mix with some of these options

1047

00:40:18,050 --> 00:40:14,820

yeah we haven't done much in the formal

1048

00:40:19,069 --> 00:40:18,060

sense of that but our property is 2500

1049

00:40:21,710 --> 00:40:19,079

Acres

1050

00:40:25,069 --> 00:40:21,720

it was a farm basically when we bought

1051

00:40:27,470 --> 00:40:25,079

it and so we've continued to farm you

1052

00:40:29,329 --> 00:40:27,480

know large swaths of it you know we

1053

00:40:31,970 --> 00:40:29,339

lease it to Farmers who come in and they

1054

00:40:33,530 --> 00:40:31,980

plant sorghum and corn and we run a

1055

00:40:36,410 --> 00:40:33,540

bunch of cattle on the property and have

1056

00:40:37,790 --> 00:40:36,420

for years we've been into beekeeping I

1057

00:40:39,890 --> 00:40:37,800

can't remember how many hives we have

1058

00:40:41,990 --> 00:40:39,900

now but we've been into beekeeping for

1059

00:40:44,990 --> 00:40:42,000

maybe about 10 years

1060

00:40:47,109 --> 00:40:45,000

20 years ago we started planting various

1061

00:40:50,569 --> 00:40:47,119

kinds of fruit trees

1062

00:40:53,089 --> 00:40:50,579

Noni we planted a ton of Noni uh very

1063

00:40:55,849 --> 00:40:53,099

powerful antioxidant they smell like

1064

00:40:58,849 --> 00:40:55,859

crap and they taste even worse but um

1065

00:41:02,030 --> 00:40:58,859

but but they're really good for you so

1066

00:41:04,849 --> 00:41:02,040

but we've planted orange soursop ton of

1067

00:41:07,010 --> 00:41:04,859

mangoes Limon which is kind of a

1068

00:41:09,410 --> 00:41:07,020

interesting hybrid of lemon and lime and

1069

00:41:12,230 --> 00:41:09,420

Nicaragua so we've done a bunch of

1070

00:41:15,410 --> 00:41:12,240

Orchard stuff and just recently last

1071

00:41:17,450 --> 00:41:15,420

summer we started to do more of what I'm

1072

00:41:19,790 --> 00:41:17,460

going to call vegetable gardens

1073

00:41:21,530 --> 00:41:19,800

and we've dedicated some land we've

1074

00:41:23,630 --> 00:41:21,540

plowed it we ran water to it we're

1075

00:41:25,910 --> 00:41:23,640

building some fencing and some other

1076

00:41:27,770 --> 00:41:25,920

things to make it easy for folks who

1077

00:41:30,170 --> 00:41:27,780

want to do their own gardening

1078

00:41:32,810 --> 00:41:30,180

but the next step for us and we're

1079

00:41:36,170 --> 00:41:32,820

probably still 12 months away is to

1080

00:41:39,470 --> 00:41:36,180

actually bring in higher or partner with

1081

00:41:42,170 --> 00:41:39,480

some kind of agronomist who really

1082

00:41:44,089 --> 00:41:42,180

understands the resiliency piece because

1083

00:41:46,010 --> 00:41:44,099

it's different I mean we do produce a

1084

00:41:47,870 --> 00:41:46,020

ton of food and the cattle and the bees

1085

00:41:50,210 --> 00:41:47,880

and you know all that kind of stuff but

1086

00:41:53,030 --> 00:41:50,220

to create that resiliency piece is a

1087

00:41:55,250 --> 00:41:53,040

specialization that we don't have and we

1088

00:41:57,530 --> 00:41:55,260

want to bring that in so sometime in the

1089

00:42:00,109 --> 00:41:57,540

next 12 months we're going to layer in

1090

00:42:02,270 --> 00:42:00,119

the resiliency piece to the aggro piece

1091

00:42:05,030 --> 00:42:02,280

we already have and we know we need

1092

00:42:07,670 --> 00:42:05,040

outside expertise and talent to do that

1093

00:42:09,829 --> 00:42:07,680

so stay tuned we'll we'll keep you

1094

00:42:12,710 --> 00:42:09,839

posted as that gets some reality on the

1095

00:42:16,310 --> 00:42:12,720

resiliency piece but by its own nature

1096

00:42:18,410 --> 00:42:16,320

the area I mean the area we're in was a

1097

00:42:20,870 --> 00:42:18,420

subsistence agriculture

1098

00:42:22,790 --> 00:42:20,880

area for I mean it's a farming area and

1099

00:42:25,550 --> 00:42:22,800

many of the people who live there had

1100

00:42:28,550 --> 00:42:25,560

very little cash economy they were

1101

00:42:31,970 --> 00:42:28,560

subsistence Farmers all over so the

1102

00:42:35,510 --> 00:42:31,980

depth of knowledge on what it takes to

1103

00:42:39,290 --> 00:42:35,520

subsist on agriculture alone in that

1104

00:42:41,569 --> 00:42:39,300

part of Nicaragua is deep and Rich and

1105

00:42:43,670 --> 00:42:41,579

we will certainly be tapping into that

1106

00:42:46,130 --> 00:42:43,680

as well it's just not

1107

00:42:47,750 --> 00:42:46,140

it's micro and that's the difference I

1108

00:42:49,250 --> 00:42:47,760

mean we're going to tap into the wisdom

1109

00:42:51,109 --> 00:42:49,260

and the knowledge and we already employ

1110

00:42:53,270 --> 00:42:51,119

about 300 people in the local

1111

00:42:55,790 --> 00:42:53,280

neighborhood but how do you take it and

1112

00:42:57,650 --> 00:42:55,800

scale it that's the piece that we need

1113

00:43:00,410 --> 00:42:57,660

to bring in the outside talent for but

1114

00:43:02,930 --> 00:43:00,420

the area itself yeah we're right on the

1115

00:43:04,609 --> 00:43:02,940

ocean and yeah we have a farmer's market

1116

00:43:07,069 --> 00:43:04,619

every Saturday and the local farmers

1117

00:43:08,990 --> 00:43:07,079

bring in their produce the fishermen

1118

00:43:11,150 --> 00:43:09,000

bring in the fresh fish that they caught

1119

00:43:13,430 --> 00:43:11,160

the night before and they'll fillet it

1120

00:43:15,950 --> 00:43:13,440

and they offer it so

1121

00:43:19,130 --> 00:43:15,960

it's already mostly there but we just

1122

00:43:21,710 --> 00:43:19,140

need to really get the intelligence of

1123

00:43:24,050 --> 00:43:21,720

resiliency kind of factored in but

1124

00:43:26,270 --> 00:43:24,060

that's common Greg that's common right

1125

00:43:27,829 --> 00:43:26,280

on yeah it's just all about fine-tuning

1126
00:43:29,809 --> 00:43:27,839
and there's just something about certain

1127
00:43:31,370 --> 00:43:29,819
personalities that are like well I don't

1128
00:43:34,089 --> 00:43:31,380
know a ton about that but we're gonna go

1129
00:43:35,930 --> 00:43:34,099
for it and we're gonna move towards

1130
00:43:37,550 --> 00:43:35,940
achieving the goal and we're going to

1131
00:43:38,930 --> 00:43:37,560
partner with anybody who can help and

1132
00:43:40,910 --> 00:43:38,940
yep I just think that's a beautiful

1133
00:43:43,010 --> 00:43:40,920
thing thank you yeah it is about

1134
00:43:45,230 --> 00:43:43,020
partnering by the way I mean we've

1135
00:43:47,750 --> 00:43:45,240
always been about team because you know

1136
00:43:49,970 --> 00:43:47,760
what I don't know what I don't know I

1137
00:43:52,329 --> 00:43:49,980
love this saying too that the more I

1138
00:43:55,010 --> 00:43:52,339

learn the less I know

1139

00:43:59,930 --> 00:43:55,020

yes indeed story of my life for sure

1140

00:44:01,970 --> 00:43:59,940

right yeah so you mentioned the Bitcoin

1141

00:44:03,410 --> 00:44:01,980

thing in El Salvador I wanted to make

1142

00:44:05,089 --> 00:44:03,420

sure we fit that into the first hour

1143

00:44:07,849 --> 00:44:05,099

because it's creative and it is a

1144

00:44:09,710 --> 00:44:07,859

curiosity of mine but El Salvador people

1145

00:44:12,710 --> 00:44:09,720

probably know is one of the countries

1146

00:44:14,270 --> 00:44:12,720

that has decided I think the first

1147

00:44:16,550 --> 00:44:14,280

country maybe the there are a couple

1148

00:44:18,589 --> 00:44:16,560

others now that are at least Bitcoin

1149

00:44:20,569 --> 00:44:18,599

curious but they've made Bitcoin a

1150

00:44:22,730 --> 00:44:20,579

national currency and it's a bit of an

1151
00:44:24,410 --> 00:44:22,740
experiment and I hear mixed reviews but

1152
00:44:26,809 --> 00:44:24,420
how would you say it's going from

1153
00:44:28,790 --> 00:44:26,819
actually being there and how are you

1154
00:44:31,430 --> 00:44:28,800
using it and what you do

1155
00:44:33,950 --> 00:44:31,440
yeah well you know

1156
00:44:36,470 --> 00:44:33,960
there's a lot to unpack so let me just

1157
00:44:38,630 --> 00:44:36,480
kind of say that the reason that we're

1158
00:44:41,450 --> 00:44:38,640
even involved there was about six years

1159
00:44:44,390 --> 00:44:41,460
ago now we took our very first crypto

1160
00:44:47,030 --> 00:44:44,400
transaction it was Bitcoin transaction

1161
00:44:49,069 --> 00:44:47,040
it was a significant one and it was for

1162
00:44:51,890 --> 00:44:49,079
some teak all right some of our teak

1163
00:44:54,589 --> 00:44:51,900

plantation and we got known as a

1164

00:44:57,170 --> 00:44:54,599

developer who would accept Bitcoin

1165

00:44:59,990 --> 00:44:57,180

crypto and so we started getting invited

1166

00:45:01,970 --> 00:45:00,000

to speak at various crypto and Bitcoin

1167

00:45:04,309 --> 00:45:01,980

events and so

1168

00:45:06,890 --> 00:45:04,319

this was I guess coming up on two years

1169

00:45:09,349 --> 00:45:06,900

ago now I was speaking at the Bitcoin

1170

00:45:12,170 --> 00:45:09,359

conference in Miami I'd gotten done I

1171

00:45:14,329 --> 00:45:12,180

was back at our booth and this guy comes

1172

00:45:16,250 --> 00:45:14,339

up and introduces himself and he says

1173

00:45:17,690 --> 00:45:16,260

hey you know you're Mike Cobb I'm like

1174

00:45:19,970 --> 00:45:17,700

yeah yeah so I was you know I was

1175

00:45:22,190 --> 00:45:19,980

watching you and and I you know looked

1176
00:45:24,710 --> 00:45:22,200
at your website he goes I own a piece of

1177
00:45:27,050 --> 00:45:24,720
property in El Salvador in El Zante

1178
00:45:29,089 --> 00:45:27,060
would you be interested in developing it

1179
00:45:30,470 --> 00:45:29,099
with me or for me he said I'm in the

1180
00:45:32,150 --> 00:45:30,480
food business and he says would you be

1181
00:45:34,010 --> 00:45:32,160
interested in developing it for me and

1182
00:45:35,870 --> 00:45:34,020
I'm like well okay yeah nice to meet you

1183
00:45:37,609 --> 00:45:35,880
but here's what I'm gonna ask

1184
00:45:40,490 --> 00:45:37,619
when you get home from this conference

1185
00:45:43,490 --> 00:45:40,500
would you please send me a copy of your

1186
00:45:45,349 --> 00:45:43,500
title send me a few pictures and send me

1187
00:45:46,849 --> 00:45:45,359
if you have any maps of the property or

1188
00:45:48,530 --> 00:45:46,859

whatever just send me a few things but I

1189

00:45:49,849 --> 00:45:48,540

got to see the title right because I get

1190

00:45:52,730 --> 00:45:49,859

so many people

1191

00:45:55,010 --> 00:45:52,740

I'd probably get approached by email and

1192

00:45:56,510 --> 00:45:55,020

in person probably four or five times a

1193

00:45:58,370 --> 00:45:56,520

month I mean even today I had some

1194

00:46:00,950 --> 00:45:58,380

people talking to me about a property in

1195

00:46:02,210 --> 00:46:00,960

Cabo San Lucas right and so if it's

1196

00:46:03,829 --> 00:46:02,220

interesting to me the first thing I say

1197

00:46:05,390 --> 00:46:03,839

is well give me a copy of your title I

1198

00:46:08,329 --> 00:46:05,400

want to know I'm dealing with the owner

1199

00:46:10,730 --> 00:46:08,339

of the property right and so truthfully

1200

00:46:12,829 --> 00:46:10,740

Greg probably three quarters of the

1201
00:46:14,390 --> 00:46:12,839
people I never hear from again but you

1202
00:46:16,790 --> 00:46:14,400
know whatever Tuesday Wednesday the

1203
00:46:18,170 --> 00:46:16,800
following week in my inbox boom boom

1204
00:46:20,390 --> 00:46:18,180
boom Here Comes you know three or four

1205
00:46:22,730 --> 00:46:20,400
emails from this Mike Peterson guy the

1206
00:46:24,410 --> 00:46:22,740
title some pictures and I'm like all

1207
00:46:26,809 --> 00:46:24,420
right well good so he and I go back and

1208
00:46:28,190 --> 00:46:26,819
forth for I don't know about six weeks

1209
00:46:29,750 --> 00:46:28,200
and I'm talking to my business partner

1210
00:46:32,930 --> 00:46:29,760
we're putting the letter of intent

1211
00:46:34,790 --> 00:46:32,940
together and so finally my business

1212
00:46:36,829 --> 00:46:34,800
partner he's the lawyer and he gives it

1213
00:46:38,569 --> 00:46:36,839

to his secretary and says all right well

1214

00:46:40,190 --> 00:46:38,579

Mary's going to put this into a formal

1215

00:46:41,510 --> 00:46:40,200

letter of intent and like all right you

1216

00:46:43,609 --> 00:46:41,520

send it to Mike I'm like fine I'll send

1217

00:46:45,470 --> 00:46:43,619

it to Mike I get a call the next morning

1218

00:46:47,809 --> 00:46:45,480

Greg this is beautiful I get to call it

1219

00:46:49,670 --> 00:46:47,819

like 801 Mary's in the office you know

1220

00:46:52,730 --> 00:46:49,680

spot on eight right 801 I get a call

1221

00:46:53,990 --> 00:46:52,740

from Mary she goes Mike Mike Mike do you

1222

00:46:55,010 --> 00:46:54,000

know who you're dealing with in EI

1223

00:46:58,250 --> 00:46:55,020

Salvador

1224

00:46:59,870 --> 00:46:58,260

and I'm like oh right I mean hey

1225

00:47:01,670 --> 00:46:59,880

I'm just like you know because EI

1226

00:47:03,890 --> 00:47:01,680

Salvador's got a bad reputation I'm like

1227

00:47:06,650 --> 00:47:03,900

I have no idea but you know okay tell me

1228

00:47:09,349 --> 00:47:06,660

Mary she goes it's Mike Peterson I'm

1229

00:47:11,690 --> 00:47:09,359

like uh yep I knew that already she goes

1230

00:47:14,390 --> 00:47:11,700

do you know who yes I'm like no she goes

1231

00:47:16,370 --> 00:47:14,400

he's the guy that got Bitcoin started in

1232

00:47:20,450 --> 00:47:16,380

El Salvador I just read an article about

1233

00:47:22,490 --> 00:47:20,460

him in Forbes and I'm like really I'm

1234

00:47:24,530 --> 00:47:22,500

like really she's like yeah

1235

00:47:26,390 --> 00:47:24,540

and so she sent me the link I read the

1236

00:47:27,470 --> 00:47:26,400

article in Forbes about how he got it

1237

00:47:29,690 --> 00:47:27,480

started

1238

00:47:34,010 --> 00:47:29,700

and you know Greg what went through my

1239

00:47:37,370 --> 00:47:34,020

mind almost immediately was I'm like wow

1240

00:47:41,030 --> 00:47:37,380

this is exactly the kind of guy I want

1241

00:47:43,309 --> 00:47:41,040

to do business with he never once tooted

1242

00:47:44,930 --> 00:47:43,319

his own horn like he never was

1243

00:47:47,510 --> 00:47:44,940

braggadocious nothing I mean he never

1244

00:47:50,150 --> 00:47:47,520

even said like I'm Mike Peterson V Mike

1245

00:47:51,530 --> 00:47:50,160

Peterson yeah you know right he was just

1246

00:47:53,210 --> 00:47:51,540

like yeah Mike Peterson I got this land

1247

00:47:54,530 --> 00:47:53,220

and we worked out a deal and it was a

1248

00:47:57,710 --> 00:47:54,540

good deal for him was a good deal for us

1249

00:48:00,589 --> 00:47:57,720

it was a joint venture right and yeah

1250

00:48:02,450 --> 00:48:00,599

Mike Peterson was the guy that got

1251

00:48:04,490 --> 00:48:02,460

Bitcoin started

1252

00:48:06,470 --> 00:48:04,500

and he did it in a very interesting way

1253

00:48:08,510 --> 00:48:06,480

Greg I don't know if you know his

1254

00:48:10,370 --> 00:48:08,520

background but he has a food business in

1255

00:48:12,829 --> 00:48:10,380

the States but he moved with his wife to

1256

00:48:14,809 --> 00:48:12,839

El Salvador of goodness 12 15 years ago

1257

00:48:15,829 --> 00:48:14,819

now but they've been surfing there he's

1258

00:48:18,710 --> 00:48:15,839

a surfer and they've been surfing

1259

00:48:22,069 --> 00:48:18,720

forever and they set up a foundation to

1260

00:48:24,230 --> 00:48:22,079

help other Charities and missions who

1261

00:48:25,849 --> 00:48:24,240

wanted to come to El Salvador to do

1262

00:48:27,650 --> 00:48:25,859

charity work right you know build

1263

00:48:30,290 --> 00:48:27,660

schools or you know help out do whatever

1264

00:48:32,150 --> 00:48:30,300

they're going to do so he built a

1265

00:48:33,710 --> 00:48:32,160

foundation there to help these

1266

00:48:36,890 --> 00:48:33,720

organizations who were coming to El

1267

00:48:39,170 --> 00:48:36,900

Salvador to do good work to do all the

1268

00:48:40,849 --> 00:48:39,180

logistics he would arrange the buses he

1269

00:48:42,770 --> 00:48:40,859

would arrange the meals if they needed

1270

00:48:45,109 --> 00:48:42,780

equipment he would Source it so when

1271

00:48:46,430 --> 00:48:45,119

they got there they could just do what

1272

00:48:48,230 --> 00:48:46,440

they came to do they didn't have to

1273

00:48:50,870 --> 00:48:48,240

worry about all the on the ground stuff

1274

00:48:52,849 --> 00:48:50,880

that was all taken care of by him and so

1275

00:48:55,130 --> 00:48:52,859

I guess it's probably now what five

1276

00:48:58,250 --> 00:48:55,140

years ago pre-covered yeah four or five

1277

00:49:01,130 --> 00:48:58,260

years ago somebody came to one of his

1278

00:49:04,130 --> 00:49:01,140

groups and said hey you know we have

1279

00:49:05,690 --> 00:49:04,140

this huge Bitcoin donor do you know

1280

00:49:08,450 --> 00:49:05,700

anyone who could

1281

00:49:10,670 --> 00:49:08,460

but the condition was I'll give you this

1282

00:49:12,589 --> 00:49:10,680

huge Bitcoin donation but you can't sell

1283

00:49:14,329 --> 00:49:12,599

it you got to keep it in Bitcoin and

1284

00:49:15,829 --> 00:49:14,339

these guys knew Mike was into Bitcoin

1285

00:49:17,690 --> 00:49:15,839

and crypto and stuff so they reached out

1286

00:49:19,730 --> 00:49:17,700

to Mike he said yeah I think I can do

1287

00:49:21,950 --> 00:49:19,740

something so he looked at it he created

1288

00:49:25,190 --> 00:49:21,960

this wallet he gave I don't know a

1289

00:49:26,510 --> 00:49:25,200

thousand people in El Zante the code

1290

00:49:28,370 --> 00:49:26,520

they could put it on their phone so

1291

00:49:30,589 --> 00:49:28,380

these thousand people on their phone

1292

00:49:32,450 --> 00:49:30,599

they set up the wallet and this guy came

1293

00:49:36,349 --> 00:49:32,460

along and gave them all like you know 30

1294

00:49:38,150 --> 00:49:36,359

40 bucks of Bitcoin and it started this

1295

00:49:40,250 --> 00:49:38,160

little local economy and people were

1296

00:49:41,930 --> 00:49:40,260

using Bitcoin I mean for everything

1297

00:49:45,890 --> 00:49:41,940

around town right

1298

00:49:47,870 --> 00:49:45,900

then when covet hit Mike went back to

1299

00:49:50,390 --> 00:49:47,880

this group and said hey can you go see

1300

00:49:53,150 --> 00:49:50,400

the donor and see if he would be willing

1301
00:49:56,510 --> 00:49:53,160
to continue to fund the people who have

1302
00:49:58,910 --> 00:49:56,520
wallets because we're a tourist town and

1303
00:50:01,490 --> 00:49:58,920
the planes aren't flying and everyone's

1304
00:50:03,230 --> 00:50:01,500
starving and if he can just help out and

1305
00:50:04,849 --> 00:50:03,240
this guy said sure and I can't remember

1306
00:50:07,670 --> 00:50:04,859
how much he gave a month to everybody

1307
00:50:10,190 --> 00:50:07,680
who still had a wallet and president

1308
00:50:13,069 --> 00:50:10,200
buchelli's brother apparently caught

1309
00:50:15,410 --> 00:50:13,079
wind of it and came down and sat with

1310
00:50:17,270 --> 00:50:15,420
Mike and Mike was like you know I'm

1311
00:50:19,490 --> 00:50:17,280
happy to help you but I'm not really

1312
00:50:21,109 --> 00:50:19,500
your guy you know I did it here in in EI

1313
00:50:21,950 --> 00:50:21,119

Zante but you want to do it for a

1314

00:50:23,690 --> 00:50:21,960

country

1315

00:50:26,089 --> 00:50:23,700

here are the people you should talk to

1316

00:50:29,030 --> 00:50:26,099

and pop up and he handed it off and

1317

00:50:32,690 --> 00:50:29,040

you're right Greg September 9th of last

1318

00:50:35,270 --> 00:50:32,700

year September 9th of 2021 El Salvador

1319

00:50:37,849 --> 00:50:35,280

became the first country in the world to

1320

00:50:39,589 --> 00:50:37,859

accept Bitcoin as legal tender you know

1321

00:50:42,349 --> 00:50:39,599

alongside the US Dollars the dollar

1322

00:50:44,450 --> 00:50:42,359

economy and they now accept Bitcoin as

1323

00:50:47,690 --> 00:50:44,460

well and you're right it's been a mixed

1324

00:50:48,770 --> 00:50:47,700

bag I think just like you know FTX

1325

00:50:52,790 --> 00:50:48,780

everyone

1326

00:50:54,710 --> 00:50:52,800

crypto and Bitcoin is you know this

1327

00:50:56,450 --> 00:50:54,720

gamble this speculative I'm gonna buy it

1328

00:50:58,309 --> 00:50:56,460

I'm gonna make a ton of money but nobody

1329

00:51:00,530 --> 00:50:58,319

ever thinks for every winner there's a

1330

00:51:03,230 --> 00:51:00,540

loser in every Market transaction right

1331

00:51:05,750 --> 00:51:03,240

so I think that a lot of people kind of

1332

00:51:08,569 --> 00:51:05,760

got burned out on the Bitcoin then it

1333

00:51:09,950 --> 00:51:08,579

went from whatever 60 to 20 and and so

1334

00:51:11,089 --> 00:51:09,960

people were holding it they you know

1335

00:51:13,849 --> 00:51:11,099

they saw a lot of their wealth

1336

00:51:17,150 --> 00:51:13,859

evaporates so yeah it's had a rocky

1337

00:51:20,390 --> 00:51:17,160

start in El Salvador but the people who

1338

00:51:23,210 --> 00:51:20,400

are fundamentally transactional with

1339

00:51:25,130 --> 00:51:23,220

their Bitcoin I think have done okay

1340

00:51:27,950 --> 00:51:25,140

again nobody likes to see it at 20

1341

00:51:29,750 --> 00:51:27,960

instead of 60 but it is what it is and

1342

00:51:31,970 --> 00:51:29,760

again if it's a transactional medium

1343

00:51:34,970 --> 00:51:31,980

which it is for so many people in El

1344

00:51:36,890 --> 00:51:34,980

Salvador and think about it this way

1345

00:51:38,569 --> 00:51:36,900

I mean there are a lot of reasons why I

1346

00:51:40,609 --> 00:51:38,579

think Bitcoin is incredibly wonderful

1347

00:51:43,609 --> 00:51:40,619

for a country like El Salvador you know

1348

00:51:45,710 --> 00:51:43,619

El Salvador has as many people working

1349

00:51:48,109 --> 00:51:45,720

outside the country as working inside

1350

00:51:50,329 --> 00:51:48,119

the country I can't remember the number

1351
00:51:52,370 --> 00:51:50,339
of el salvadorians who live outside of

1352
00:51:54,049 --> 00:51:52,380
El Salvador but it's almost as many

1353
00:51:55,970 --> 00:51:54,059
people who live in El Salvador but I

1354
00:51:57,710 --> 00:51:55,980
know the number of people employed

1355
00:51:59,930 --> 00:51:57,720
outside the country equals a number

1356
00:52:02,450 --> 00:51:59,940
employed in the country and so

1357
00:52:04,430 --> 00:52:02,460
previously you know you've got a son

1358
00:52:06,170 --> 00:52:04,440
when he's 20 takes off comes to the

1359
00:52:08,870 --> 00:52:06,180
United States gets a job

1360
00:52:10,849 --> 00:52:08,880
and is making whatever making okay money

1361
00:52:12,410 --> 00:52:10,859
and it costs more to live in the U.S but

1362
00:52:13,970 --> 00:52:12,420
still he's got a couple hundred bucks he

1363
00:52:15,049 --> 00:52:13,980

wants to send home to Mom every month

1364

00:52:17,450 --> 00:52:15,059

right

1365

00:52:19,549 --> 00:52:17,460

and he has to go to Western Union and

1366

00:52:21,829 --> 00:52:19,559

they Whack Him 40 bucks or whatever and

1367

00:52:24,290 --> 00:52:21,839

then mom has to get on a bus and go to

1368

00:52:26,270 --> 00:52:24,300

San Salvador and take the whole day to

1369

00:52:28,970 --> 00:52:26,280

go to the Western Union and they whack

1370

00:52:31,910 --> 00:52:28,980

her another 20 bucks right so now all of

1371

00:52:33,530 --> 00:52:31,920

a sudden 200 becomes 140 and she's had

1372

00:52:35,990 --> 00:52:33,540

to burn a whole day and he's had to burn

1373

00:52:38,870 --> 00:52:36,000

a couple hours over lunch and right and

1374

00:52:40,849 --> 00:52:38,880

it's just inefficient and expensive well

1375

00:52:43,609 --> 00:52:40,859

now with Bitcoin in the wallet the

1376

00:52:47,630 --> 00:52:43,619

lightning wallet Sun can literally send

1377

00:52:49,750 --> 00:52:47,640

Mom 200 and she gets 199 dollars and you

1378

00:52:52,609 --> 00:52:49,760

know 94 cents or something

1379

00:52:55,490 --> 00:52:52,619

instantaneously on her cell phone and

1380

00:52:58,210 --> 00:52:55,500

for that reason alone I think that

1381

00:53:01,670 --> 00:52:58,220

Bitcoin has been hugely transformative

1382

00:53:03,530 --> 00:53:01,680

to the unbankable or unbanked I mean

1383

00:53:06,170 --> 00:53:03,540

maybe they're unbankable but the

1384

00:53:09,349 --> 00:53:06,180

unbanked in El Salvador have benefited

1385

00:53:11,870 --> 00:53:09,359

tremendously because now their bank is

1386

00:53:14,030 --> 00:53:11,880

their cell phone and they don't need a

1387

00:53:16,309 --> 00:53:14,040

bank account in a bank you know and all

1388

00:53:18,470 --> 00:53:16,319

the hassles to go get one and all the

1389

00:53:21,049 --> 00:53:18,480

bureaucracy and on and on and on they

1390

00:53:24,109 --> 00:53:21,059

can just go to a store and they can buy

1391

00:53:27,470 --> 00:53:24,119

a dress for their daughter or a Pupusa

1392

00:53:32,210 --> 00:53:27,480

for 25 cents with Bitcoin with their

1393

00:53:35,030 --> 00:53:32,220

phone and wow what a huge incredible

1394

00:53:37,430 --> 00:53:35,040

awesome wonderful difference that has

1395

00:53:38,630 --> 00:53:37,440

made in the lives of so many people in

1396

00:53:40,790 --> 00:53:38,640

El Salvador

1397

00:53:42,589 --> 00:53:40,800

but again for many people who thought it

1398

00:53:44,390 --> 00:53:42,599

was a way to get rich quick you know

1399

00:53:46,609 --> 00:53:44,400

they didn't and right you know and so

1400

00:53:48,470 --> 00:53:46,619

there's been a lot of bad press too but

1401

00:53:49,430 --> 00:53:48,480

it's a mixed bag but I think on the all

1402

00:53:52,250 --> 00:53:49,440

in all

1403

00:53:55,130 --> 00:53:52,260

it is a far better more wonderful thing

1404

00:53:58,549 --> 00:53:55,140

for that country than it is a downside

1405

00:54:02,390 --> 00:53:58,559

yeah that is a great great detailed

1406

00:54:05,150 --> 00:54:02,400

summary and I always root for Success

1407

00:54:07,910 --> 00:54:05,160

when trying new things it really drives

1408

00:54:10,430 --> 00:54:07,920

me nuts to see so many people kind of

1409

00:54:12,490 --> 00:54:10,440

trying to celebrate a failure in this

1410

00:54:16,069 --> 00:54:12,500

regard it's like look we are born into

1411

00:54:18,410 --> 00:54:16,079

systems that have monopolies established

1412

00:54:20,569 --> 00:54:18,420

little banking mafias everybody's

1413

00:54:23,750 --> 00:54:20,579

getting their piece and there's so much

1414

00:54:26,329 --> 00:54:23,760

corruption and inequality and it's

1415

00:54:29,210 --> 00:54:26,339

really unfair so when someone actually

1416

00:54:31,849 --> 00:54:29,220

does try to disrupt all that and take a

1417

00:54:34,670 --> 00:54:31,859

leap and make things better I think it

1418

00:54:36,470 --> 00:54:34,680

should be celebrated and yep I'm fairly

1419

00:54:38,569 --> 00:54:36,480

neutral on digital currencies because I

1420

00:54:41,210 --> 00:54:38,579

know there's a lot of talk about how

1421

00:54:43,430 --> 00:54:41,220

they're used for greater control and

1422

00:54:45,109 --> 00:54:43,440

that's probably true but I think it'll

1423

00:54:48,049 --> 00:54:45,119

be something more like a central bank

1424

00:54:50,390 --> 00:54:48,059

digital currency where the old system

1425

00:54:53,030 --> 00:54:50,400

adopts a new technology apology rather

1426
00:54:54,829 --> 00:54:53,040
than Bitcoin itself and who knows but

1427
00:54:57,349 --> 00:54:54,839
like let's throw some Hail Mary's

1428
00:54:59,930 --> 00:54:57,359
because there's been some established

1429
00:55:02,030 --> 00:54:59,940
order for so long that is slowly sucking

1430
00:55:04,609 --> 00:55:02,040
away people's wealth and it's just

1431
00:55:06,650 --> 00:55:04,619
inconvenient to do anything and it's

1432
00:55:09,049 --> 00:55:06,660
just like you know let's try some new

1433
00:55:11,870 --> 00:55:09,059
things so I appreciate it and I I hope

1434
00:55:13,370 --> 00:55:11,880
it does work out for them yeah I hope it

1435
00:55:15,710 --> 00:55:13,380
does too and

1436
00:55:17,450 --> 00:55:15,720
for us as a company

1437
00:55:20,450 --> 00:55:17,460
we're going to build a wonderful

1438
00:55:23,450 --> 00:55:20,460

Community there in ozonte we've named

1439

00:55:25,069 --> 00:55:23,460

the community granzante it's a

1440

00:55:28,490 --> 00:55:25,079

phenomenal piece of property that Mike

1441

00:55:30,829 --> 00:55:28,500

owns it's sloping Hillside with

1442

00:55:33,770 --> 00:55:30,839

beautiful ocean views it's right above

1443

00:55:36,109 --> 00:55:33,780

the town so literally walk to you know

1444

00:55:38,510 --> 00:55:36,119

whatever 20 restaurants in 15 minutes

1445

00:55:41,450 --> 00:55:38,520

and all the services you need are right

1446

00:55:44,150 --> 00:55:41,460

there but every home site will have a

1447

00:55:48,290 --> 00:55:44,160

view of the Pacific Ocean and very few

1448

00:55:50,089 --> 00:55:48,300

properties are truly that way I mean

1449

00:55:51,470 --> 00:55:50,099

you've got in front of the Hill back of

1450

00:55:55,370 --> 00:55:51,480

the Hill you've got you know whatever

1451

00:55:57,049 --> 00:55:55,380

this property is just incredible and

1452

00:55:59,569 --> 00:55:57,059

we're excited to build this community

1453

00:56:02,569 --> 00:55:59,579

for the Bitcoin community and every

1454

00:56:05,210 --> 00:56:02,579

transaction will be placed in Bitcoin we

1455

00:56:07,309 --> 00:56:05,220

will only accept Bitcoin for the sale of

1456

00:56:09,109 --> 00:56:07,319

property damn and once the community is

1457

00:56:11,329 --> 00:56:09,119

up and functioning

1458

00:56:13,309 --> 00:56:11,339

whoever The Operators are it could be us

1459

00:56:15,530 --> 00:56:13,319

it could be you know third parties

1460

00:56:17,690 --> 00:56:15,540

you know Mike has stipulated that he

1461

00:56:20,390 --> 00:56:17,700

wants all transactions on property to

1462

00:56:22,250 --> 00:56:20,400

occur in Bitcoin as well I don't think

1463

00:56:23,690 --> 00:56:22,260

he can prevent dollar

1464

00:56:26,690 --> 00:56:23,700

you know because dollars illegal

1465

00:56:29,210 --> 00:56:26,700

currency but I think bitcoin's certainly

1466

00:56:31,670 --> 00:56:29,220

going to be encouraged for transactional

1467

00:56:33,770 --> 00:56:31,680

purposes at the resort at the property

1468

00:56:35,870 --> 00:56:33,780

at the restaurants rentals of homes and

1469

00:56:38,630 --> 00:56:35,880

things like that but it's exciting and I

1470

00:56:40,569 --> 00:56:38,640

agree with you time to cheer the folks

1471

00:56:43,069 --> 00:56:40,579

who are out there on The Cutting Edge

1472

00:56:45,829 --> 00:56:43,079

bringing new things to Market that are

1473

00:56:48,710 --> 00:56:45,839

and it is transformative for many people

1474

00:56:51,530 --> 00:56:48,720

in El Salvador it's been transformative

1475

00:56:54,290 --> 00:56:51,540

in positive ways I hope it continues to

1476
00:56:57,410 --> 00:56:54,300
be because it I mean again these folks

1477
00:56:59,450 --> 00:56:57,420
are really they can't bank they just

1478
00:57:02,569 --> 00:56:59,460
simply can't get and maintain bank

1479
00:57:05,630 --> 00:57:02,579
accounts and having a bank account on

1480
00:57:08,030 --> 00:57:05,640
their phone you know really gives them a

1481
00:57:10,309 --> 00:57:08,040
whole new freedom and a whole new

1482
00:57:12,109 --> 00:57:10,319
economy right that they've just simply

1483
00:57:15,230 --> 00:57:12,119
never had before

1484
00:57:17,930 --> 00:57:15,240
it's exciting it is and a community of

1485
00:57:19,849 --> 00:57:17,940
bitcoiners I'm sure is a mixed bag there

1486
00:57:22,609 --> 00:57:19,859
is something about the crypto bro

1487
00:57:23,870 --> 00:57:22,619
archetype that is annoying there is that

1488
00:57:25,430 --> 00:57:23,880

joke how do you know somebody has

1489

00:57:28,370 --> 00:57:25,440

Bitcoin well they've already told you 10

1490

00:57:30,950 --> 00:57:28,380

times but there's also like a

1491

00:57:32,930 --> 00:57:30,960

Libertarian Spirit to those folks and uh

1492

00:57:35,630 --> 00:57:32,940

I definitely have a lot of overlapping

1493

00:57:37,910 --> 00:57:35,640

the things I appreciate with those folks

1494

00:57:40,069 --> 00:57:37,920

as well so I just think it's cool people

1495

00:57:42,470 --> 00:57:40,079

should be doing unique things we only

1496

00:57:44,990 --> 00:57:42,480

live once this is supposed to be kind of

1497

00:57:47,990 --> 00:57:45,000

like a Sandbox playground to experience

1498

00:57:49,790 --> 00:57:48,000

all kinds of innovative things and we

1499

00:57:51,650 --> 00:57:49,800

just kind of get beaten down by the

1500

00:57:54,589 --> 00:57:51,660

structures and the system that is

1501
00:57:57,049 --> 00:57:54,599
imposed upon us and sometimes we go our

1502
00:57:59,390 --> 00:57:57,059
whole life just being frustrated with

1503
00:58:00,650 --> 00:57:59,400
our structure and environment and we

1504
00:58:03,170 --> 00:58:00,660
don't do anything about it so that's

1505
00:58:05,630 --> 00:58:03,180
really what all this is about is doing a

1506
00:58:07,130 --> 00:58:05,640
little something about it yep and man I

1507
00:58:08,450 --> 00:58:07,140
know we're kind of getting to the end of

1508
00:58:10,910 --> 00:58:08,460
the line here but I wanted to at least

1509
00:58:12,589 --> 00:58:10,920
ask you about due diligence because I

1510
00:58:14,569 --> 00:58:12,599
hear you talk about it a lot I I know

1511
00:58:16,309 --> 00:58:14,579
it's important we want to know how to

1512
00:58:18,530 --> 00:58:16,319
make good decisions and feel confident

1513
00:58:21,589 --> 00:58:18,540

when we really don't know a lot about a

1514

00:58:23,809 --> 00:58:21,599

region I'm sure partnering with your

1515

00:58:25,430 --> 00:58:23,819

company would help a little bit in that

1516

00:58:27,049 --> 00:58:25,440

regard you know there's a trust

1517

00:58:29,630 --> 00:58:27,059

situation there you want to go with

1518

00:58:31,970 --> 00:58:29,640

someone that's pretty established and

1519

00:58:33,530 --> 00:58:31,980

you feel good about but what would you

1520

00:58:35,210 --> 00:58:33,540

say about the importance of due

1521

00:58:37,010 --> 00:58:35,220

diligence for the average person who's

1522

00:58:39,710 --> 00:58:37,020

maybe thinking about getting involved in

1523

00:58:41,930 --> 00:58:39,720

some of this stuff sure Greg is it okay

1524

00:58:44,569 --> 00:58:41,940

if I tell people how to get a copy of

1525

00:58:47,630 --> 00:58:44,579

our consumer resource guide of course of

1526

00:58:51,670 --> 00:58:47,640

course okay so the best way to get a

1527

00:58:56,890 --> 00:58:51,680

copy is actually just send me an email

1528

00:58:58,970 --> 00:58:56,900

mike.cob it's mike.com Cobb at

1529

00:59:00,910 --> 00:58:58,980

ecidevelopment.com if you just send an

1530

00:59:03,289 --> 00:59:00,920

email to mike.com

1531

00:59:06,410 --> 00:59:03,299

ecidevelopment.com and in the subject

1532

00:59:10,730 --> 00:59:06,420

line just write something about fireside

1533

00:59:12,410 --> 00:59:10,740

chat slash consumer guide consumer guide

1534

00:59:14,030 --> 00:59:12,420

but I always like to know where where

1535

00:59:16,549 --> 00:59:14,040

folks heard me as well so if you can

1536

00:59:20,089 --> 00:59:16,559

just write something in there about that

1537

00:59:22,609 --> 00:59:20,099

too sure we'll send you a link to

1538

00:59:25,370 --> 00:59:22,619

download the consumer resource guide it

1539

00:59:28,069 --> 00:59:25,380

is a phenomenal book it's got 15

1540

00:59:29,690 --> 00:59:28,079

questions that we should ask when we buy

1541

00:59:31,910 --> 00:59:29,700

property overseas

1542

00:59:33,650 --> 00:59:31,920

and it's hard to remember 15 things so

1543

00:59:35,930 --> 00:59:33,660

I'm going to give everyone listening

1544

00:59:37,970 --> 00:59:35,940

right now three things to remember

1545

00:59:39,650 --> 00:59:37,980

everybody can remember three things so

1546

00:59:41,990 --> 00:59:39,660

remember these three things

1547

00:59:44,569 --> 00:59:42,000

buy what you see

1548

00:59:46,910 --> 00:59:44,579

if it's there it's there if it's not

1549

00:59:49,609 --> 00:59:46,920

there maybe it will be maybe it won't

1550

00:59:53,390 --> 00:59:49,619

number one buy what you see

1551
00:59:54,829 --> 00:59:53,400
second thing own Community right are

1552
00:59:56,870 --> 00:59:54,839
there people around

1553
01:00:00,049 --> 00:59:56,880
is it the kind of place that you will

1554
01:00:02,329 --> 01:00:00,059
enjoy spending time and or if it's an

1555
01:00:04,309 --> 01:00:02,339
investment is it the kind of place that

1556
01:00:06,829 --> 01:00:04,319
a vacationer would enjoy spending time

1557
01:00:09,230 --> 01:00:06,839
is there a tennis court is there a golf

1558
01:00:12,109 --> 01:00:09,240
course is there a gym what kinds of

1559
01:00:14,829 --> 01:00:12,119
amenities are around right own community

1560
01:00:17,270 --> 01:00:14,839
and then the last one the third one is

1561
01:00:20,089 --> 01:00:17,280
know the developer

1562
01:00:22,250 --> 01:00:20,099
you know we've been around for 27 years

1563
01:00:24,589 --> 01:00:22,260

as ECI I've been working in the region

1564

01:00:27,109 --> 01:00:24,599

for 29 years now

1565

01:00:29,210 --> 01:00:27,119

you know track record's important but

1566

01:00:31,430 --> 01:00:29,220

just simple things before I wrote a

1567

01:00:33,710 --> 01:00:31,440

check for a condo or a home or a

1568

01:00:35,510 --> 01:00:33,720

property I would just simply ask the

1569

01:00:37,970 --> 01:00:35,520

developer to see a copy of their

1570

01:00:40,430 --> 01:00:37,980

financials or see a copy of their

1571

01:00:43,970 --> 01:00:40,440

business plan right just some simple

1572

01:00:45,349 --> 01:00:43,980

things we as consumers can do to check

1573

01:00:47,210 --> 01:00:45,359

them out right because there is no

1574

01:00:49,190 --> 01:00:47,220

better business bureau there are no

1575

01:00:51,349 --> 01:00:49,200

Regulatory Agencies

1576

01:00:53,930 --> 01:00:51,359

and really what this consumer resource

1577

01:00:55,430 --> 01:00:53,940

guide does with the 15 questions and

1578

01:00:56,210 --> 01:00:55,440

there are several articles in there as

1579

01:00:58,849 --> 01:00:56,220

well

1580

01:01:02,030 --> 01:00:58,859

and by the way it's not a sales document

1581

01:01:03,770 --> 01:01:02,040

I think the back inside cover has my

1582

01:01:05,150 --> 01:01:03,780

contact information our phone number I

1583

01:01:08,809 --> 01:01:05,160

don't know but I mean the entire

1584

01:01:11,030 --> 01:01:08,819

document is truly a resource for a

1585

01:01:14,690 --> 01:01:11,040

consumer to get it right the first time

1586

01:01:16,730 --> 01:01:14,700

but the key takeaway is to change how we

1587

01:01:19,370 --> 01:01:16,740

think because in the United States in

1588

01:01:22,730 --> 01:01:19,380

North America Europe we live in the land

1589

01:01:25,250 --> 01:01:22,740

of seller beware right seller beware

1590

01:01:27,890 --> 01:01:25,260

there's every kind of regulatory body

1591

01:01:31,130 --> 01:01:27,900

and law and groups and everybody's

1592

01:01:34,309 --> 01:01:31,140

looking out for the consumer right but

1593

01:01:37,370 --> 01:01:34,319

when we go overseas we are truly moving

1594

01:01:39,770 --> 01:01:37,380

into the land of buyer beware

1595

01:01:42,230 --> 01:01:39,780

because those regulatory bodies either a

1596

01:01:44,030 --> 01:01:42,240

don't exist or even if they do exist

1597

01:01:46,010 --> 01:01:44,040

they don't have a budget to do very much

1598

01:01:48,710 --> 01:01:46,020

and so you don't have consumer

1599

01:01:50,690 --> 01:01:48,720

protections but this goes back to my new

1600

01:01:52,549 --> 01:01:50,700

favorite talk which is you know freedom

1601
01:01:55,190 --> 01:01:52,559
and personal responsibility two sides of

1602
01:01:57,950 --> 01:01:55,200
the same coin I love the freedom I love

1603
01:02:00,410 --> 01:01:57,960
the freedom to live and work and make

1604
01:02:02,870 --> 01:02:00,420
decisions outside the U.S but I have to

1605
01:02:04,549 --> 01:02:02,880
take the personal responsibility for the

1606
01:02:06,470 --> 01:02:04,559
due diligence to get it right because

1607
01:02:09,230 --> 01:02:06,480
nobody's looking out for me I have to

1608
01:02:11,210 --> 01:02:09,240
look out for myself or truly we have to

1609
01:02:13,370 --> 01:02:11,220
look out for one another right

1610
01:02:15,349 --> 01:02:13,380
and no man's an island kind of thing but

1611
01:02:17,870 --> 01:02:15,359
at the same time it does start with us

1612
01:02:20,030 --> 01:02:17,880
but if we don't know what we don't know

1613
01:02:21,650 --> 01:02:20,040

and we don't know the right questions to

1614

01:02:23,089 --> 01:02:21,660

ask and we don't even understand that

1615

01:02:25,370 --> 01:02:23,099

we're moving into the land of buyer

1616

01:02:27,230 --> 01:02:25,380

beware you know lots of yucky things can

1617

01:02:30,230 --> 01:02:27,240

happen and lots of yucky things do

1618

01:02:32,450 --> 01:02:30,240

happen and so I started writing this

1619

01:02:34,069 --> 01:02:32,460

book about 25 years ago it's been

1620

01:02:35,690 --> 01:02:34,079

through many editions it gets updated

1621

01:02:38,390 --> 01:02:35,700

every year blah blah blah blah blah

1622

01:02:41,809 --> 01:02:38,400

but basically the whole point of this

1623

01:02:44,630 --> 01:02:41,819

consumer resource guide was to

1624

01:02:47,030 --> 01:02:44,640

help anybody everybody looking at

1625

01:02:48,589 --> 01:02:47,040

property overseas to get it right the

1626

01:02:51,349 --> 01:02:48,599

first time to do it right the first time

1627

01:02:53,089 --> 01:02:51,359

because even if somebody buys somebody

1628

01:02:54,890 --> 01:02:53,099

else's property but they love it they

1629

01:02:56,630 --> 01:02:54,900

have a great experience they're gonna

1630

01:02:58,490 --> 01:02:56,640

tell people about the great experience

1631

01:03:00,470 --> 01:02:58,500

of living as an expat or buying a

1632

01:03:03,770 --> 01:03:00,480

property overseas or or whatever it is

1633

01:03:06,170 --> 01:03:03,780

and that grows the marketplace

1634

01:03:07,730 --> 01:03:06,180

and you know selfishly I win when the

1635

01:03:11,329 --> 01:03:07,740

marketplace grows

1636

01:03:13,309 --> 01:03:11,339

I guess maybe in a philosophical sense I

1637

01:03:14,930 --> 01:03:13,319

win because somebody made a good

1638

01:03:17,270 --> 01:03:14,940

decision and they're happy and I think

1639

01:03:19,789 --> 01:03:17,280

that's good for the world and good for

1640

01:03:22,490 --> 01:03:19,799

karma right but yeah um the consumer

1641

01:03:24,710 --> 01:03:22,500

resource guide gosh it's such an easy

1642

01:03:27,109 --> 01:03:24,720

simple thing to request please request

1643

01:03:29,329 --> 01:03:27,119

it read through it 15 questions it'll

1644

01:03:31,069 --> 01:03:29,339

take you 20 25 minutes to look through

1645

01:03:34,549 --> 01:03:31,079

it if you're looking for property

1646

01:03:37,430 --> 01:03:34,559

overseas you absolutely need to read it

1647

01:03:38,569 --> 01:03:37,440

understand it and begin to change how

1648

01:03:40,970 --> 01:03:38,579

you think

1649

01:03:42,349 --> 01:03:40,980

buyer beware is a whole different

1650

01:03:45,049 --> 01:03:42,359

environment

1651

01:03:48,349 --> 01:03:45,059

and this book will help you begin to

1652

01:03:52,250 --> 01:03:48,359

think differently so that you become the

1653

01:03:56,390 --> 01:03:52,260

smart wise consumer in a foreign land

1654

01:03:59,030 --> 01:03:56,400

nice nice man cheers to that and I will

1655

01:04:00,829 --> 01:03:59,040

certainly put the email address in the

1656

01:04:03,049 --> 01:04:00,839

show notes so people don't have to

1657

01:04:04,990 --> 01:04:03,059

rewind and try to find it and of course

1658

01:04:07,010 --> 01:04:05,000

the website is

1659

01:04:09,289 --> 01:04:07,020

ecidevelopment.com it's a really well

1660

01:04:11,089 --> 01:04:09,299

designed website you got several

1661

01:04:12,829 --> 01:04:11,099

communities I think I see over a dozen

1662

01:04:15,829 --> 01:04:12,839

if I were to count them up and you got

1663

01:04:18,410 --> 01:04:15,839

another section for properties and

1664

01:04:21,650 --> 01:04:18,420

renting versus owning versus investing

1665

01:04:23,990 --> 01:04:21,660

and the teak stuff is on there too so it

1666

01:04:26,150 --> 01:04:24,000

is a real great resource in and of

1667

01:04:30,230 --> 01:04:26,160

itself and I don't think I saw anywhere

1668

01:04:31,930 --> 01:04:30,240

what does ECI stand for oh you you had

1669

01:04:34,609 --> 01:04:31,940

to ask

1670

01:04:38,150 --> 01:04:34,619

so the name of the three guys who

1671

01:04:40,130 --> 01:04:38,160

started it no it's worse so when we

1672

01:04:42,829 --> 01:04:40,140

first started our little mortgage

1673

01:04:45,349 --> 01:04:42,839

company back in 19 I guess we

1674

01:04:47,870 --> 01:04:45,359

corporately formed in 94 as a mortgage

1675

01:04:50,089 --> 01:04:47,880

company but anyway we were on this

1676

01:04:53,030 --> 01:04:50,099

little island and the islands off the

1677

01:04:56,690 --> 01:04:53,040

coast of Belize are called keys CA y e

1678

01:04:58,730 --> 01:04:56,700

right and so we named our company exotic

1679

01:05:00,589 --> 01:04:58,740

key International

1680

01:05:02,870 --> 01:05:00,599

and had we known that we were going to

1681

01:05:04,849 --> 01:05:02,880

morph into all kinds of other things and

1682

01:05:06,589 --> 01:05:04,859

whatever we would be outside Belize and

1683

01:05:08,510 --> 01:05:06,599

we're not on the keys and we would have

1684

01:05:10,490 --> 01:05:08,520

named it differently but once we bought

1685

01:05:12,289 --> 01:05:10,500

the property in Nicaragua we realized

1686

01:05:16,190 --> 01:05:12,299

well that doesn't work anymore so we

1687

01:05:18,530 --> 01:05:16,200

shortened it to ECI development so right

1688

01:05:21,370 --> 01:05:18,540

on right on here's the big tip if you

1689

01:05:24,170 --> 01:05:21,380

ever start a business think big

1690

01:05:26,030 --> 01:05:24,180

name hey I picked a name that is a

1691

01:05:27,770 --> 01:05:26,040

made-up word so when people are looking

1692

01:05:30,230 --> 01:05:27,780

for higher side and they can be spelled

1693

01:05:32,210 --> 01:05:30,240

multiple ways and every other business

1694

01:05:33,710 --> 01:05:32,220

is asking can I get your email I'm like

1695

01:05:36,589 --> 01:05:33,720

you know I really don't want to spell

1696

01:05:37,910 --> 01:05:36,599

this thing out for you but that's the

1697

01:05:40,130 --> 01:05:37,920

way it goes you know I should have just

1698

01:05:41,930 --> 01:05:40,140

been the conspiracy show or something

1699

01:05:44,270 --> 01:05:41,940

that nobody could screw up but here we

1700

01:05:46,010 --> 01:05:44,280

are yeah right but the good thing is

1701

01:05:47,569 --> 01:05:46,020

it's a broad umbrella no one knows what

1702

01:05:49,190 --> 01:05:47,579

the higher side chats is supposed to

1703

01:05:50,690 --> 01:05:49,200

cover so one day you're talking about

1704

01:05:53,770 --> 01:05:50,700

aliens next day you're talking about

1705

01:05:56,450 --> 01:05:53,780

properties in Central America you know

1706

01:05:58,849 --> 01:05:56,460

incredible yeah you know Greg I mean

1707

01:06:01,190 --> 01:05:58,859

this has been a tremendous conversation

1708

01:06:03,829 --> 01:06:01,200

thank you so much for having me on I

1709

01:06:05,270 --> 01:06:03,839

I've enjoyed sharing with you but you

1710

01:06:07,309 --> 01:06:05,280

know sharing with the folks listening

1711

01:06:09,530 --> 01:06:07,319

about the adventure that they can have

1712

01:06:10,970 --> 01:06:09,540

overseas I'm guessing that anybody who's

1713

01:06:13,910 --> 01:06:10,980

tuned in for the whole two hours

1714

01:06:16,789 --> 01:06:13,920

certainly has an adventurous spirit and

1715

01:06:19,190 --> 01:06:16,799

I encourage that I applaud that and and

1716

01:06:21,650 --> 01:06:19,200

Greg thanks for letting us get out and

1717

01:06:24,049 --> 01:06:21,660

talk about it yeah thanks for doing it I

1718

01:06:25,670 --> 01:06:24,059

thought this was really enjoyable and I

1719

01:06:27,710 --> 01:06:25,680

know it's not for everyone but I like

1720

01:06:29,569 --> 01:06:27,720

presenting options it's easy to feel

1721

01:06:31,789 --> 01:06:29,579

sort of trapped for one reason or

1722

01:06:33,770 --> 01:06:31,799

another and sometimes we just need to be

1723

01:06:36,349 --> 01:06:33,780

presented with some new options and take

1724

01:06:38,390 --> 01:06:36,359

a leap if you can put yourself and your

1725

01:06:40,190 --> 01:06:38,400

family in a better environment or make

1726
01:06:42,770 --> 01:06:40,200
an investment that could break a cycle

1727
01:06:44,809 --> 01:06:42,780
of Barely getting by or create some

1728
01:06:47,390 --> 01:06:44,819
multi-generational wealth it should be

1729
01:06:49,549 --> 01:06:47,400
heavily considered and Mike I appreciate

1730
01:06:51,230 --> 01:06:49,559
all you do to help people in all sorts

1731
01:06:53,390 --> 01:06:51,240
of different situations I'm glad we were

1732
01:06:56,390 --> 01:06:53,400
introduced take care out there

1733
01:06:59,390 --> 01:06:56,400
two thanks Greg

1734
01:07:01,549 --> 01:06:59,400
all right guys how about it has to have

1735
01:07:03,349 --> 01:07:01,559
been unexpected but I walked away from

1736
01:07:05,210 --> 01:07:03,359
this interview really charged up about

1737
01:07:06,950 --> 01:07:05,220
the possibilities

1738
01:07:09,529 --> 01:07:06,960

Mike even sent me some pictures

1739

01:07:12,170 --> 01:07:09,539

afterwards of his girls having all sorts

1740

01:07:15,470 --> 01:07:12,180

of fun growing up in Nicaragua seeing

1741

01:07:16,609 --> 01:07:15,480

the baby sea turtles hatch zip lining in

1742

01:07:18,950 --> 01:07:16,619

the jungle

1743

01:07:21,529 --> 01:07:18,960

and something called Volcano sliding

1744

01:07:23,750 --> 01:07:21,539

basically sledding on the Sandy gravel

1745

01:07:26,150 --> 01:07:23,760

on the side of a volcano

1746

01:07:27,529 --> 01:07:26,160

wild stuff and I know every listener is

1747

01:07:29,510 --> 01:07:27,539

going to be at a different point in

1748

01:07:31,549 --> 01:07:29,520

their life I can't help that

1749

01:07:34,130 --> 01:07:31,559

so if this doesn't apply to your

1750

01:07:35,809 --> 01:07:34,140

specific situation at this time I'm

1751

01:07:38,329 --> 01:07:35,819

sorry about that

1752

01:07:41,270 --> 01:07:38,339

these mortgages are cheaper than in the

1753

01:07:44,569 --> 01:07:41,280

US you are closer to the natural world

1754

01:07:46,730 --> 01:07:44,579

you have organic locally grown food as a

1755

01:07:49,069 --> 01:07:46,740

norm and industrialization hasn't

1756

01:07:51,230 --> 01:07:49,079

completely poisoned the environment so

1757

01:07:53,029 --> 01:07:51,240

for the adventurers who want to start a

1758

01:07:55,970 --> 01:07:53,039

new life somewhere Mike brings about a

1759

01:07:57,770 --> 01:07:55,980

dozen interesting options to the table

1760

01:08:01,250 --> 01:07:57,780

I'm pretty committed to what I got going

1761

01:08:03,109 --> 01:08:01,260

on right now but in five years who knows

1762

01:08:05,750 --> 01:08:03,119

plus it's not always a song about me

1763

01:08:08,329 --> 01:08:05,760

it's a song about you guys

1764

01:08:10,849 --> 01:08:08,339

it's fun to consider it and picture it

1765

01:08:12,529 --> 01:08:10,859

and kind of daydream about it plus I

1766

01:08:14,870 --> 01:08:12,539

have a lot more knowledge now than I did

1767

01:08:17,630 --> 01:08:14,880

before this and maybe I'll dip my toe in

1768

01:08:19,729 --> 01:08:17,640

with the teak plantation that just

1769

01:08:21,829 --> 01:08:19,739

sounds so amazing as a way to set up

1770

01:08:23,570 --> 01:08:21,839

each new generation of your family with

1771

01:08:24,590 --> 01:08:23,580

a little cash infusion when it's

1772

01:08:26,570 --> 01:08:24,600

important

1773

01:08:28,910 --> 01:08:26,580

we have to get creative because the

1774

01:08:30,289 --> 01:08:28,920

paths were told to walk pretty much lead

1775

01:08:32,390 --> 01:08:30,299

to nowhere

1776

01:08:34,910 --> 01:08:32,400

and sometimes when I'm on other shows

1777

01:08:37,010 --> 01:08:34,920

people ask me how we're gonna stop all

1778

01:08:38,510 --> 01:08:37,020

this stuff actually I think that was

1779

01:08:41,870 --> 01:08:38,520

also a question that came up in the

1780

01:08:44,990 --> 01:08:41,880

gramerica Mount Shasta event q a that I

1781

01:08:47,090 --> 01:08:45,000

added to the Plus members bonus page if

1782

01:08:50,269 --> 01:08:47,100

you are a plus member look in the menu

1783

01:08:55,189 --> 01:08:50,279

go to the bonuses page and scroll down

1784

01:08:57,229 --> 01:08:55,199

and you will see the gramerica Q a it's

1785

01:08:59,450 --> 01:08:57,239

a lot of fun actually Darren had some

1786

01:09:02,209 --> 01:08:59,460

great lines Joe root made some really

1787

01:09:04,610 --> 01:09:02,219

good points and I rambled on a bit like

1788

01:09:06,590 --> 01:09:04,620

Russell Brand on the Bill Marsh show

1789

01:09:08,990 --> 01:09:06,600

but one of the questions even there was

1790

01:09:11,150 --> 01:09:09,000

about stopping the world economic Forum

1791

01:09:13,789 --> 01:09:11,160

climate policy digital currencies

1792

01:09:17,150 --> 01:09:13,799

climate credits Etc like how do we win

1793

01:09:19,669 --> 01:09:17,160

how do we defeat the big machine and I'm

1794

01:09:21,890 --> 01:09:19,679

always reminded in these moments of

1795

01:09:23,269 --> 01:09:21,900

Gordon's line that not everyone gets to

1796

01:09:25,189 --> 01:09:23,279

fight Sauron

1797

01:09:27,289 --> 01:09:25,199

sometimes you aren't the hero of the

1798

01:09:29,990 --> 01:09:27,299

story sometimes it's not your role in

1799

01:09:32,510 --> 01:09:30,000

life to be Hercules you know

1800

01:09:35,090 --> 01:09:32,520

and you can't make people do anything or

1801
01:09:38,090 --> 01:09:35,100
work together in any significant way so

1802
01:09:40,130 --> 01:09:38,100
the way you win is not to stop it all

1803
01:09:42,349 --> 01:09:40,140
from happening but to anticipate it and

1804
01:09:43,370 --> 01:09:42,359
to reorient your life so it affects you

1805
01:09:45,410 --> 01:09:43,380
less

1806
01:09:47,450 --> 01:09:45,420
it's important to really grasp the

1807
01:09:48,769 --> 01:09:47,460
reality that these things that worry us

1808
01:09:50,689 --> 01:09:48,779
are coming

1809
01:09:52,729 --> 01:09:50,699
it's not a matter of stopping them it's

1810
01:09:55,010 --> 01:09:52,739
about how much freedom and autonomy

1811
01:09:57,590 --> 01:09:55,020
you're gonna have in your individual

1812
01:10:00,290 --> 01:09:57,600
life despite all that stuff

1813
01:10:02,930 --> 01:10:00,300

and Mike added a few more feathers to

1814

01:10:05,150 --> 01:10:02,940

your optionality cap today why not just

1815

01:10:06,950 --> 01:10:05,160

step up and get the consumer resource

1816

01:10:10,810 --> 01:10:06,960

guide he offered

1817

01:10:13,070 --> 01:10:10,820

just email Mike dot Cobb at

1818

01:10:14,630 --> 01:10:13,080

ecidevelopment.com the link is in the

1819

01:10:16,610 --> 01:10:14,640

show notes

1820

01:10:19,070 --> 01:10:16,620

and so we did Cover a lot in the first

1821

01:10:21,830 --> 01:10:19,080

hour but I am really happy I had to

1822

01:10:23,870 --> 01:10:21,840

because in the plush show we added more

1823

01:10:26,630 --> 01:10:23,880

material about different paths to

1824

01:10:28,610 --> 01:10:26,640

residency and visas or citizenship

1825

01:10:31,910 --> 01:10:28,620

across Central America

1826
01:10:33,890 --> 01:10:31,920
comparing food costs quality and access

1827
01:10:36,550 --> 01:10:33,900
first the US

1828
01:10:39,410 --> 01:10:36,560
living in Synergy with local populations

1829
01:10:40,970 --> 01:10:39,420
crime statistics and police corruption

1830
01:10:44,110 --> 01:10:40,980
in these areas

1831
01:10:46,610 --> 01:10:44,120
navigating South American bribe culture

1832
01:10:49,130 --> 01:10:46,620
teak investment opportunities probably

1833
01:10:50,750 --> 01:10:49,140
the best part and also the best

1834
01:10:53,810 --> 01:10:50,760
investments in rental property

1835
01:10:55,430 --> 01:10:53,820
opportunities with ECI development lots

1836
01:10:57,350 --> 01:10:55,440
of really good info I'd get the seven

1837
01:11:01,070 --> 01:10:57,360
day free trial just to hear about the

1838
01:11:03,290 --> 01:11:01,080

teak thing man lots to like and

1839

01:11:05,750 --> 01:11:03,300

sometimes the solution is just to move

1840

01:11:09,110 --> 01:11:05,760

out of the way of a runaway train before

1841

01:11:11,570 --> 01:11:09,120

it crashes and I hope you feel a bit

1842

01:11:13,370 --> 01:11:11,580

more educated on what this sort of

1843

01:11:15,169 --> 01:11:13,380

solution would entail if it's something

1844

01:11:16,550 --> 01:11:15,179

that swirls around in your brain from

1845

01:11:18,470 --> 01:11:16,560

time to time

1846

01:11:21,110 --> 01:11:18,480

and Higher Side news we are in the last

1847

01:11:23,410 --> 01:11:21,120

few days of the eBay outline auction

1848

01:11:26,810 --> 01:11:23,420

check it out at ebay.com

1849

01:11:31,370 --> 01:11:26,820

USR Higher Side chats only about 20

1850

01:11:33,590 --> 01:11:31,380

outlines left up there and maybe two to

1851
01:11:35,270 --> 01:11:33,600
four days left to get one

1852
01:11:37,070 --> 01:11:35,280
other than that well you know we're

1853
01:11:38,810 --> 01:11:37,080
going to check the meetups calendar so

1854
01:11:40,610 --> 01:11:38,820
let's see where the people are coming

1855
01:11:43,550 --> 01:11:40,620
together next

1856
01:11:46,790 --> 01:11:43,560
all right coming right up March 11th we

1857
01:11:49,910 --> 01:11:46,800
have a Spooner Wisconsin Meetup also

1858
01:11:53,149 --> 01:11:49,920
March 11th a Vancouver Island beach

1859
01:11:56,470 --> 01:11:53,159
Meetup also March 11th one in Scottsdale

1860
01:12:01,610 --> 01:11:56,480
Arizona March 18th Harrisburg Oregon

1861
01:12:03,590 --> 01:12:01,620
March 22nd Arroyo Hondo New Mexico

1862
01:12:06,709 --> 01:12:03,600
and March 23rd

1863
01:12:08,870 --> 01:12:06,719

the antler hunt camp out on pot mountain

1864

01:12:11,630 --> 01:12:08,880

in Northern New Mexico

1865

01:12:14,930 --> 01:12:11,640

and that clears the calendar for the

1866

01:12:17,510 --> 01:12:14,940

month of March good events all over

1867

01:12:19,850 --> 01:12:17,520

this great land

1868

01:12:22,070 --> 01:12:19,860

I like it have some fun with the

1869

01:12:23,810 --> 01:12:22,080

calendar guys make events anytime for

1870

01:12:26,450 --> 01:12:23,820

any reason and meet some new people that

1871

01:12:28,970 --> 01:12:26,460

also like THC probably in more ways than

1872

01:12:30,890 --> 01:12:28,980

one but that does it reach out to Mike

1873

01:12:33,110 --> 01:12:30,900

if you want more information on any of

1874

01:12:34,189 --> 01:12:33,120

this he's a great resource and good luck

1875

01:12:36,169 --> 01:12:34,199

out there

1876

01:12:37,910 --> 01:12:36,179

the dangers must be growing for the

1877

01:12:39,890 --> 01:12:37,920

rowers keep on rowing and they're

1878

01:12:41,689 --> 01:12:39,900

certainly not showing any signs that

1879

01:12:43,610 --> 01:12:41,699

they are slowing

1880

01:12:46,310 --> 01:12:43,620

thanks for listening I've done my part

1881

01:12:48,530 --> 01:12:46,320

your move expat enthusiasts Central

1882

01:12:51,910 --> 01:12:48,540

America contingency planners and

1883

01:12:56,270 --> 01:12:51,920

abandoners of the collapsing Empire

1884

01:13:00,770 --> 01:12:56,280

your move well they tie that

1885

01:13:19,450 --> 01:13:00,780

yellow ribbon around the oak tree

1886

01:13:25,460 --> 01:13:22,850

that he carries all the pain in the

1887

01:13:31,360 --> 01:13:25,470

world

1888

01:13:39,250 --> 01:13:33,430

[Music]

1889

01:14:22,189 --> 01:13:41,820

summer terrorists

1890

01:14:28,910 --> 01:14:22,199

[Music]

1891

01:14:41,590 --> 01:14:31,830

in my Cemetery

1892

01:14:45,649 --> 01:14:41,600

[Music]

1893

01:14:46,080 --> 01:14:45,659

sing with me and that's where they found

1894

01:14:55,300 --> 01:14:46,090

me

1895

01:14:55,310 --> 01:15:02,410

[Music]

1896

01:15:23,470 --> 01:15:06,010

THC the American scream

1897

01:15:23,480 --> 01:15:30,920

and that's where they found me

1898

01:15:30,930 --> 01:15:41,530

[Music]

1899

01:15:46,240 --> 01:15:45,169

sing with me